

newsweekly for pharmacy

newsweekly for pharmacy

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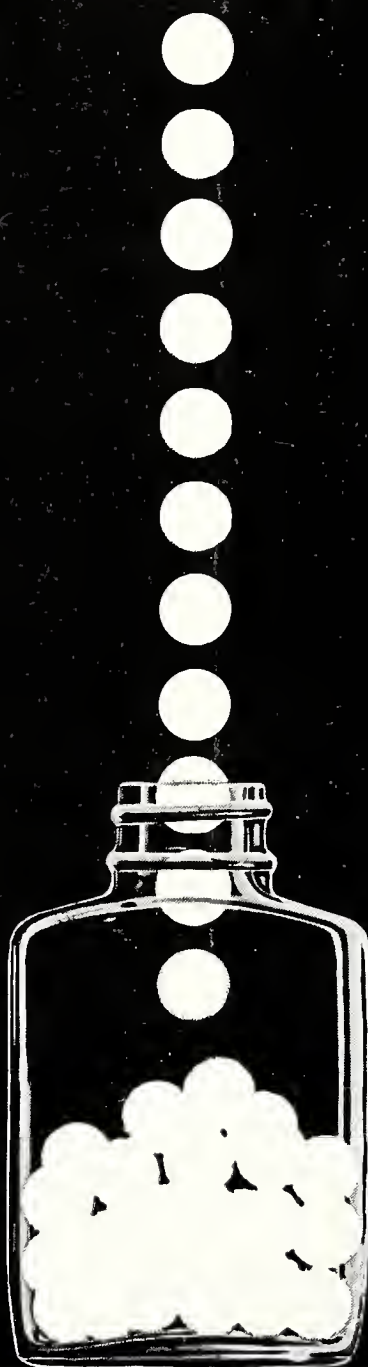
Registration of drugs : the problems



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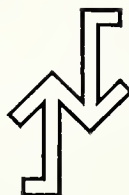
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CHEMIST & DRUGGIST

113th year of publication Vol. 197 No. 4795

The newsweekly for pharmacy

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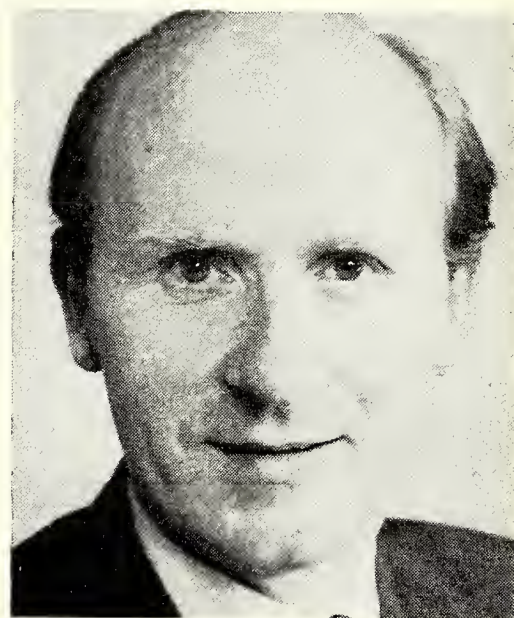
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Mr Anthony Barber, Chancellor of the Exchequer, has announced an "unprecedented" step in connection with VAT legislation (see p 151)

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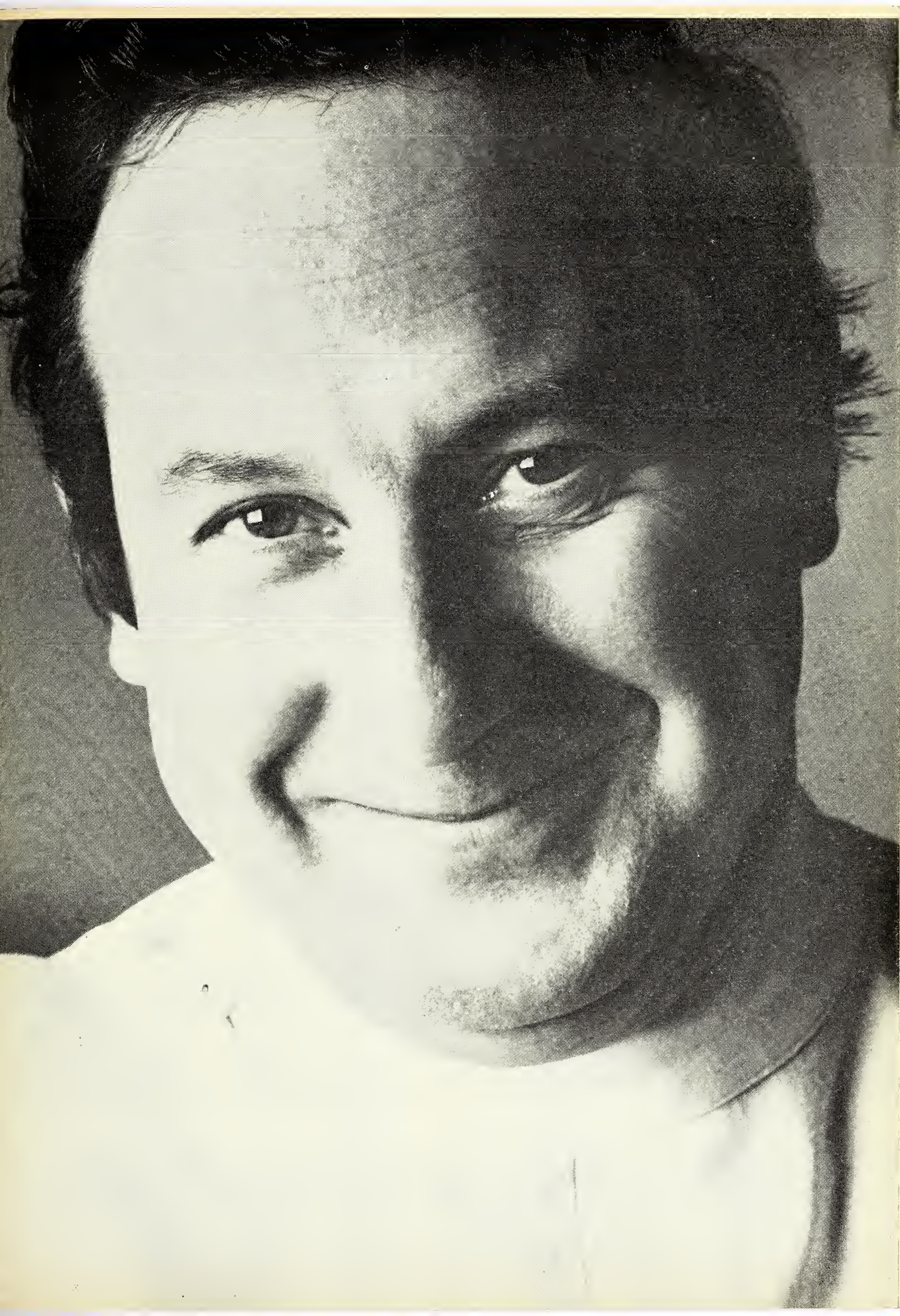
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Analgesics too easy to buy, says doctor

A high proportion of patients diagnosed as suffering from analgesic nephropathy obtained their analgesics from non-pharmaceutical outlets, a survey at Glasgow Western Infirmary has revealed.

Over 100 such cases were diagnosed last year, Dr Robin Murray told *C&D* this week, and from a subsequent survey of 60 patients it was estimated that 56 bought their analgesics from "fish and chip shops, grocery vans, etc."

Following up his recent article on analgesic abuse (*C&D*, January 22, p91) he expressed the opinion that these drugs were too readily available. Dr Murray repeated that it would help if their sale were restricted to pharmacies.

"The very fact of going into a pharmacy would bring the lesson home more to the buyer that these are drugs and not harmless sweets."

"The pharmacist," he said, "would be aware that people ought not to be taking excessive quantities of minor analgesics," whereas other retailers were not familiar with the dangers.

It was becoming quite common for housewives to go into their corner store and order their "usual" half dozen headache powders with their week's groceries. The medicine was being taken for inappropriate reasons.

Dr Murray felt that the whole subject should be investigated at an official level.

Survey of the industry

A survey, designed to assess the future of the pharmaceutical and health-care industries in Western Europe and the United States in the next 10 years, is to be carried out by Economic Models Ltd, London, SW1.

They have been awarded a \$120,000 contract — initially for a year—by G. D. Searle and Company of Chicago.

Economic Models will conduct the work both in Britain and the United States with the aid of its American off-shoot, the Economic Models Corporation, which was established at the beginning of this year.

The health centre inventory

Goods that may be sold from a health centre pharmacy have been defined by the Inner London Executive Council as follows:

Drugs and medicines on the written prescription of a medical practitioner, dental practitioner or veterinary surgeon; drugs and medicines prepared for specific customers.

Pharmaceutical preparations to be used in the health centre and pharmaceutical services required by the health centre.

Medical products as defined in Section 130 Medicines Act 1968 or in legislation replacing the same.

Foods used by invalids in sustaining and restoring their health.

Goods and foods used in the care of infants.

Disinfectants and antiseptics.

Surgical appliances, dressings, plasters, nursing requisites.

Sanitary towels and similar goods for woman's hygiene.

Goods necessary for dental and oral hygiene.

Family planning requisites.

Chiropractic requirements.

Veterinary medicines.

Electro-medical and actinotherapeutic apparatus and services.

Scientific and diagnostic materials, apparatus and instruments.

The list was recommended by the London Pharmaceutical Committee.

Campaign to cut drug misuse

Government officials and experts from 17 European countries have agreed to work out practical steps to fight drug-taking and to make prevention and treatment of addicts more effective.

They are to meet at a conference in Strasbourg, from March 20-24, organised by the Council of Europe.



Twelve tons of Farlene powder cereal were flown from Gatwick to Dacca last weekend, at the request of War-on-Want's observers in Bangladesh. The consignment was specially prepared at the Plymouth works of Farley's Infant Food Ltd

At the conference, proposals for both harmonising national policies and for instituting close co-operation will be discussed.

Participants will include representatives of the various ministries and administrations involved with combating drugs misuse and specialists from 12 relevant fields, including the health professions, the police and mass media.

President Nixon's special adviser on drugs, Dr J. H. Jaffe and the French Minister of Health, M Robert Boulin, are among the people invited to attend the conference which will be opened by the Secretary General of the Council of Europe.

CIBA recall Entero-Vioform

CIBA Laboratories are revising Entero-Vioform dosage recommendations following joint consultation with the Committee on Safety of Medicines and reports of a disease called SMON from Japan and Australia (see *C&D*, December 18/25, p 883).

The manufacturers are asking pharmacists to return their stocks of Entero-Vioform to their wholesalers for credit. Replacement orders will be met shortly, with new stocks containing a different enclosure leaflet adding a cautionary warning, "in view of current publicity."

The new recommendations state, "Caution: To avoid side reactions the prophylactic dose should not be taken for more than two weeks continuously and a minimum interval of four weeks should elapse before the course is repeated. If double the prophylactic dose has been

taken for up to three days to treat diarrhoea the total course should be correspondingly reduced to a maximum of ten days."

From March 1 the products will be invoiced at new list prices (16 tablets for £0.20, 48 for £0.55 and 100 for £1).

□ A paper in last week's *Lancet* by two Japanese workers discusses the pathogenicity of a previously isolated virus which has been associated with SMON disease.

The authors, Nakamura and Inoue of Kyoto University, have previously reported that they thought the disease might be a new viral infection which succeeds immunological insufficiency. They claim that their current work is in good agreement with that theory.

The virus isolated from SMON patients caused similar neuropathological changes in mice, including the "dying-back" process of nerve fibre degeneration, they found.

FDA may ban saccharin

Saccharin may have to be banned from foodstuffs as a potential cancer hazard, the US Food and Drug Administration stated last week.

Tumours have been found in the bladders of rats fed on high doses of saccharin, the agency reports. Preliminary findings only are so far available. The tumours are to be checked for evidence of cancer.

If evidence of carcinogenicity were found, American law would require the substance to be banned from food.

The FDA issued a regulation fixing the levels at present limits pending further tests.

Commons move on 'double tax'—and a VAT concession?

More than 30 Labour MPs have signed a Parliamentary motion expressing concern about the effect of the introduction of value added tax on retail stocks and last week the Chancellor of the Exchequer announced what may be regarded as a concession over VAT legislation.

The motion states "That this House is deeply concerned about the possible dislocation of production and distribution leading to stagnation of trade prior to the withdrawal of purchase tax and the proposed substitution of value-added tax; urges Her Majesty's Government to give an immediate assurance that relief will be given to traders in respect of stocks of goods which have borne purchase tax and will, in addition, be subject to value-added tax on retail sale; and calls upon Her Majesty's Government to work out a satisfactory scheme, in consultation with industry and commerce including the Retail Consortium, that would ensure a smooth transition to the proposed new system of indirect taxation and avoid the inequity of double taxation upon one section of the business community".

In the Commons this week, Mr Wyn Roberts asked the Chancellor what representations he had received from chemists about their concern over double taxation when VAT is imposed on goods on which purchase tax has already been paid.

Mr Terence Higgins, Treasury Minister of State replied: "A number of representations on the subject have been received from retail chemists through their MPs". The "difficult issues" involved were still being considered.

The NPU has urged members to write to their MPs on the subject.

Mr Anthony Barber, the Chancellor, announced last week that value added tax legislation will be published at the time of the Budget speech—expected on March 21.

Addressing a meeting of the Leeds Chamber of Commerce he said: "It is unprecedented for a Chancellor to publish what is part of the Finance Bill" at the time of the Budget speech. Publication of the Bill usually follows some weeks after the debate.

Medicines: record exports

Exports of medicines from the UK brought in a record £168.4m in 1971, an increase of 20 per cent over the 1970 record figure, £140.3m, which means that exports have more than doubled in the past four years. Moreover, these figures do not include invisible earnings.

There has been an increased slowing of growth of imports which rose by nearly 12 per cent to £37.6m compared with a 32 per cent rise in the previous year.

Top customers in 1971 were Nigeria (£10.5m), the Irish Republic (£9.5m), Japan (£9.3m) and Belgium (£9.0m). Exports to the EFTA countries at £24.8m were up by 36 per cent, while exports to the EEC rose by only 8 per cent. The smaller increase of direct exports is thought to reflect the shift of earnings into the invisible sectors from new plant already set up in the Community.

Mr Ivar McG Boden, chairman, E. R. Squibb and Sons, commented that the reported achievements were all the more remarkable in view of the tougher competition now evident in the overseas markets and the constant pressure on prices abroad and at home. "It is particularly pleasing to see our exports exceeding our estimated sales through National Health Pharmaceutical Services and within a few per cent of our total home sales."

Shorter service hours in London?

Inner London Executive Council is seeking to amend chemists' hours of service to 9am to 5.30pm, instead of 9am to 6pm as at present.

The hours of service committee recommended the reduction in hours following an



A cheque for £250, second prize in the recent national competition organised by Comet Hair Cutters, is presented to Mr P. G. Yaxley of Wymondham, Norfolk (left), in the pharmacy department of Norwich Co-operative Society, where he obtained his winning entry form. Also in the picture are (left to right): Mr W. R. Hunt, department manager; Mr D. Poyser and Mr John Reynolds, who are respectively area representative and product manager of S. Maw Son & Sons Ltd, the contest organisers

approach by London Pharmaceutical Committee.

The committee had previously granted 23 applications from chemists to close at 5.30 pm, and ascertained that four out of six neighbouring Executive Councils had the Department of Health's consent to amend the hours of service scheme to the earlier time. There are 379 chemists in Inner London who open after the minimum hours of service on a voluntary basis.

If the new hours are approved, rota will be from 5.30pm to 7pm.

'Urban' script collection scheme

Proposals for an "urban" prescription collection and delivery service have been put to Inner London Executive Council by its general benefits committee.

The service would operate on the Horn Park Estate, Greenwich, for which the nearest pharmacy is half a mile away and eight others are within a mile "as the crow flies". However, distances by road are said to be "rather more", and there are public transport problems.

Greenwich Borough Council has suggested a scheme whereby a local pharmacist would collect prescriptions from an Old People's Home (where they would be handed in by residents) and return them after closing his pharmacy.

Although the pharmacist's responsibility for medicines until they are in the patients'

hands has been pointed out, the committee has taken the view that the estate should be regarded as an "exceptional case" and a service arranged.

Consortium in health centre

A pharmacy is to be included in a new health centre to be built at Redcar, Teesside.

All the chemist contractors in the town are forming a consortium, which is expected to take the form of a private limited company, to run the pharmacy. Six private pharmacies, Boots Ltd, and Middlesbrough Co-operative Chemists Ltd are to be members.

The acting secretary of the consortium, Mr W. W. Scott, told C&D that work on the centre is to commence this month and completion is expected in mid 1973. The cost of the building and fittings will exceed £200,000.

It will house 16 general practitioners and facilities for other related services.

The pharmacy, which will be situated to one side of the main entrance, will cover an area of approximately 600 sq ft, with a separate but adjoining waiting area with seats. About 200 sq ft of storage space has also been allocated for it.

A spokesman for the Tees-side Executive Council told C&D that he thought the inclusion of a pharmacy in the centre was fully justified; it avoided "leapfrogging" problems.

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Lords decide Ribena must carry tax

Ribena is not a medicine, the House of Lords ruled last week.

Their decision meant victory for the Commissioners of Customs and Excise who had appealed against a Court of Appeal ruling that it was. The Commissioners maintained that Ribena was a fruit beverage and, as such, liable to purchase tax.

Lord Wilberforce thought its advertisement, directed at the normal healthy person and aspiring athletes, the scale of consumption and its key description of "the great natural health drink of our time" seemed to place it in a category—"perhaps a creation of our age, but undoubtedly a thriving creation"—of health food. It was something which modern man took, not to prevent or cure disease, but as part of his way of better living. It was, he thought, a beverage.

Agreeing, Lord Pearson said Ribena was a pleasant family drink, rich in vitamin C. The possible benefit to the health which might result from including Ribena in the diet was naturally stressed on the label and in the general advertising and presumably played an important part in inducing customers to pay "the rather high price" charged for it.

The attraction

It was reasonable to suppose that the health element in Ribena played a considerable part in making it attractive to customers, he said. But he did not think that fact made it a medicine.

The main body of Ribena consumers were normally healthy people. There were special cases—expectant and nursing mothers and bottle fed babies—where Ribena might be advised to increase the intake of vitamin C. But in such cases it was not being used as a medicine. No disease or illness was involved, but only a special dietary requirement.

Lord Pearson thought there were some cases where the use of Ribena was on the borderline between the medicinal and the dietary. But, even if in such cases its use could be reckoned as medicinal, they formed a minute proportion of the total use.

Lord Reid and Lord Diplock agreed that the Commissioners appeal should be allowed.

Dissenting, Lord Morris of

Borth-y-Gest said that it seemed to him that Ribena both could be, and was, used "in the management of actual or potential vitamin deficiency" and that as such it was a medicine which was taken to preserve and maintain health. The fact that it was largely consumed as a beverage did not change its character.

The description of Ribena as a "health drink" would seem merely to suggest that Ribena was both a medicine and a beverage. The phrase attached equal importance to the preservation of health and to the quenching of thirst. It was a difficult case, but he would have found for Beecham. [Comment, p 165.]

Call for new drug chart

"It seems a matter of urgency that a hospital drug chart is adopted where times of administration can be indicated by a tick in the appropriate column," Dr David Harris, of Chichester, Sussex, asserts in a letter to *The Lancet* published last week.

Dr Harris made that comment because of "the continued use of Latin abbreviations for the frequency of drug administration" and evidence that "many nurses (and some doctors) do not know the meaning of such terms".

He says that such a chart is already in use in some hospitals, such as the Leeds Royal Infirmary, and "it seems a logical innovation".

He accepts that without increasing the size of the EC10 such a format may not be appropriate in general practice.

More girls than men for pharmacy

For the first time, in October 1971, the number of girls applying for a pharmacy course place through the Universities Central Council on Admissions, exceeded the number of men applying.

The UCCA 1970-71 report states that there were 548 men whose first subject choice was pharmacy and 651 girls.

254 men and 408 girls were admitted as first-year pharmacy students at the beginning of the academic year.

A total of 123,984 candidates (including 9,016 from overseas) applied for admission to universities in the United Kingdom. Of those 58,933 were accepted.

COMPANY NEWS

Regrouping at Albright

To increase efficiency and reduce administrative costs, Albright & Wilson Ltd are to regroup their present four United Kingdom operating Divisions into three. This will be effected by:

□ Combining the Industrial Chemicals sector of Associated Chemical Co Division with Oldbury Division. This will include responsibility for Albright Chemical Co Ltd (Canada) and the 50 per cent investment in Chrome Chemicals (South Africa) (Pty) Ltd.

□ The new combined Division will be renamed the Industrial Chemicals Division. Mr D. J. W. Anthony, will be managing director of the new Division.

□ Combining the Agriculture sector of Associated Chemical Companies Division (including Farm Protection Ltd) with Marchon Division.

Bush Boake Allen Division will continue as at present.

These organisational changes take effect immediately, but the administrative steps, including the change of name of Oldbury Division, will take a few months to complete. Meanwhile, present arrangements between the divisions and their customers will continue unchanged.

Mr A. Henderson, managing director of ACC division, will continue to administer that Division during the transition period and will then retire. He will be responsible to Mr D. W. Livingstone, company managing director (see Appointments p 154) for the implementation of the Division reorganisation in consultation with the Marchon and Oldbury Division managing directors.

Macarthys leap ahead again

Pre-tax profits of Macarthys Pharmaceuticals Ltd in the first half of the current financial year amounted to £503,000—a 90 per cent advance on the same period a year earlier.

The increase follows a 118 per cent rise in the second half of last year.



Alan Grant, Kimberly-Clark's "Salesman of the year" (right) receives the silver challenge cup from Mr Peter Gardner, general sales manager. Mr Grant is a member of Northern sales division

Costs have been well controlled, it is stated, and in the months under review there was a particularly high demand for pharmaceutical products of all types, indicated by a rise in turnover from £11.4 to £13.1m.

Boots stress their case

The merger of Glaxo with Boots would not affect the independent chemist, it is reaffirmed in a statement accompanying Boots' revised offer for the Glaxo Group.

The statement goes on: "Vetric, the Glaxo wholesaler distributor, was created to serve the independent chemist and this it would wholeheartedly continue to do. Moreover, goods of both partners would continue to be available on normal trade terms to all retail chemists just as they are now".

Boots' revised bid is: For each Glaxo Ordinary stock unit of 50p, two Boots' Ordinary shares of 25p plus £1 nominal of 5 per cent convertible unsecured loan stock 1985.

In support of the bid, Boots have announced that in the absence of unforeseen circumstances, they will recommend a final dividend of 14 per cent, (making a total of 22 per cent) for the year to March 31, 1972. The previous year's total was 19 per cent.

Boots' statement again stresses the desirability of merging the two companies' interests, in particular the combination of the width of Boots' product

range and Glaxo's overseas strength. The statement also suggests that the differing research structures of the two organisations should ensure "the continuation of competition to innovate, without rigidity which would be imposed by a single regimented research function". It is pointed out that there is no overlap in the research and development programmes of the two companies.

Glaxo directors have advised acceptance of the terms.

At the time of going to press, Beecham had made no formal reply to the new Boots bid, but had pointed out the importance of current share prices to the two offers. "In terms of immediate earnings per stock unit there is nothing to choose between the Beecham and Boots offers," they claimed.

Beecham have also entered a strong defence against Glaxo's litigation warnings (last week, p 123), saying that Glaxo could themselves face actions like any international pharmaceutical company.

Expansion at Jeyes, Ireland

Large-scale moves for the further development and expansion of Jeyes of Ireland Ltd were outlined in Dublin this week by Mr Ralph Auchincloss, chairman of the company and chief executive of the Jeyes Group.

"In effect we are now pursuing the biggest single investment programme ever undertaken in the company's his-

tory," he told a press conference. "In addition to the £150,000 development plan implemented in 1971, a further £289,000 will be spent in 1972 at the Finglas factory to develop resources."

This sum will, he explained, be invested in new plant and modern machinery; new swap-body delivery vehicles further to improve customer service; and on the construction of another 11,000 sq ft warehouse building.

Eli Lilly sales and income up

Eli Lilly & Co, Indianapolis, report increased sales and net income for the eleventh consecutive year.

Worldwide sales for 1971 were \$723.3m dollars and net income was \$96.1m compared with \$592.3m and \$94.4m in 1970.

Mr E. N. Beesley, chairman, reports that each of the company's marketing areas—domestic pharmaceuticals, Elanco Products, international operations, and Elizabeth Arden—contributed to the 1971 sales increase.

Sales of Elizabeth Arden, Inc, which are included in consolidated results in 1971 for the first time, were responsible for approximately half of the year's increase.

New offices for Fisons

"The pharmaceutical industry is vigorous, creative, rewarding and a vital contributor to the well-being of mankind," said Lord Netherthorpe, chairman of Fisons Ltd this week when officially opening a new office building for Fisons Pharmaceutical Division at Derby Road, Loughborough.

Part of a major reorganisation programme costing £412,000, the new 35,000 sq ft five-storey office building incorporates all modern facilities, including a staff restaurant, air conditioned and mechanically ventilated meeting rooms and open plan offices carpeted throughout. It will accommodate approximately 230 administrative and marketing staff and is linked with a building in which the division's computer installation is located. Provision has been made for possible future expansion and ample car parking space is available for employees and visitors.

PEOPLE

Lord Kearnton, chairman of Courtaulds Ltd, has been elected president of the Society of Chemical Industry, 1972-1973, in succession to Mr G. H. Beeby. He will assume office on July 12.

Mr Rodney Martin and **Mr Kenneth Bush**, who between them spent almost 80 years on the sales and marketing side of H. J. Heinz Co Ltd, retired on January 28. Mr Martin was general department manager, infant foods; Mr Bush was manager, merchandising services.

Following the resultant re-organisation at Heinz, responsibility for the infant foods product group, goes to **Mr Colin Chamberlain**, general department manager, marketing. Merchandising is now the responsibility of **Mr Michael Ford**, manager, advertising and promotional services.

Deaths

Harvey: Recently, Mr Thomas Boon Harvey, aged 80, for many years a leading figure in pharmaceutical circles in the Plymouth area. Mr Harvey qualified as a chemist and druggist in 1914.

Mr A. G. M. Madge writes: Mr T. B. Harvey was one of the "elder statesmen" of the Plymouth Branch and was respected not only by his fellow pharmacists for his knowledge, pride in pharmacy, and a deep sense of duty to pharmacy and the community, but by his fellow citizens as well.

He had held the chairmanship of the Branch, the local NPU, the pharmaceutical committee, and the Executive Council. Mr Harvey was held in high esteem in the community and the City council being a Councillor for many years. He was very active in the health services being chairman of that committee.

He was also appreciated as a man of principle and conviction, as evidenced when he defied his political party and attended the granting of the Freedom of the City to Lady Astor—a well remembered incident locally and typical of Mr Harvey.

We all mourn the passing of our "Tim" Harvey and extend our sympathy to his widow and two daughters.

Milne: Recently, Mr John Milne, 24 Regent Terrace, Edinburgh. Mr Milne qualified in 1935.

Wallace: On February 1, Mr N. B. Livingstone Wallace, DSC, managing director of Benn Brothers Ltd, publishers of *C&D*, aged 55. Mr Wallace, who started as an advertising representative 33 years ago, joined head office in 1946 following distinguished war service in the RNVR.

He had been a director for 20 years and managing director since 1967. He had a wide circle of friends in the advertising world and in many varied trades and industries through the journals for which he was responsible on a day-to-day basis.

He brought an infectious enthusiasm, drive and determination to all his activities. This was not only an inspiration to all his colleagues but won him an affectionate regard from all who came to know him really well.

Appointments

Dr James Chilton FPS has been appointed resident secretary of the Pharmaceutical Society in Scotland in succession to the late Dr G. H. Macmorran. He is at present senior lecturer in pharmaceutical technology at Strathclyde University.

Albright & Wilson Ltd have appointed Mr D. W. Livingstone their managing director. He was previously deputy managing director and, in his new post succeeds Mr M. J. C. Hutton-Wilson, who remains as deputy chairman, but relinquishes the managing directorship to concentrate on longer-term development of the company.

Li-Lo Ltd have appointed Mr L. T. Ackroyd their representative for the North-east. He succeeds Mr S. C. Sutherland, who recently retired after completing over 25 years with the company.

Stafford-Miller Ltd: Mr A. J. Devaney, chief accountant, has been appointed financial director.

Max Factor Ltd have appointed Mr Barry R. Silver, 31, their marketing manager. Mr Silver joins the London based company from Max Factor & Co Inc, Hollywood. He is a graduate of Columbia University, with a master's degree in international affairs and an undergraduate degree in economics and modern languages.

Topical reflections by Xrayser

Higher mathematics

We, who have lived with pounds, shillings and pence; who have flirted with grammes and milligrammes while observing a faithful attachment to ounces, drachms and grains and parts thereof; who have struggled to convert the heathens, apothecary and avoirdupois, to the now orthodox metric; who have perforce had to undertake the recording of our commercial transactions in a two- instead of a three-column cash-book; who have grappled for 30 years with ever-changing rates of purchase tax with all that that involves—we are shortly to be beset with something, appropriately called VAT, which has been brewing for some time, I am not at all surprised that its introduction is regarded with a measure of apprehension on several counts.

There is, as the NPU and other similar bodies have pointed out, the possibility of considerable loss on purchase tax already paid, and there is the mathematical complication of the collection of value added tax itself. I cannot pretend to understand all I have read of it, nor can I comprehend the problems of organisation that are posed by the means required to adapt a pharmacy to the imposed requirements.

The need for action has been recognised by the NPU, and letters to Members of Parliament will help, though I hope that as many as possible will not be stereotyped in character. Then there is the possibility of seeking personal interview when a Member visits his constituency, as well as inviting him to meet local officers of branches; and there is also the important contact of the pharmacist who is known in his professional capacity to the Member of Parliament. In other words, to use an expression not unknown at Westminster, no stone should be left unturned.

Invoices

I began by listing a few of the mathematical problems with which we have had to come to terms. Yet another, to which I have referred in recent times, is the modern invoice and statement handled by a computer which is as soulless and distant as the Inspector of Taxes, and as unresponsive as a telephone answering machine. I recall a time when the statement was written by hand, with beautifully clear figures and, in one particular case, no errors of any kind over a decade. The invoices stated clearly what had been supplied, and code words and figures had no part in it at all. Now they arrive in impressive bundles like a counsel's brief, but they are seldom in chronological order.

One finds the 10th of the month appearing above the 4th on the same invoice, and those for the days in between have to be looked for. But what am I to make of a column headed "trade" which shows a price of 0.8833? Or another which states 0.04417? I had been led to understand that now that we were working in decimals everything would be quite simple.

Standard packs

We have heard much recently of the advantages of standard packs, and once more there seems to be some difficulty. One cannot reasonably expect the doctor to remember pack sizes, but how much easier it would be for him if all firms were to decide on one or other of tens or dozens. And when I order half-a-dozen of an article, and the wholesaler tells me on his delivery note that they are not split from original packs, so I can't have six; and I thereupon order one dozen and receive one original pack of ten and two loose ones. But I keep on trying.

Bourjois brings a touch of colour to your life.



With rouge.

And half page black-and-white-with-a-hint-of-colour advertisements in Jackie, She, Honey, 19, Cosmopolitan, and Vanity Fair during April and May. Telling over two million smart young things just what Bourjois' great beauty-making shades could do for them.



12 other prizes of Polaroid Colorpak 80 cameras.

How to enter? You'll be getting an entry form from your nearest Vestric branch.

And be sure to stock up now!



1st prize! Super Philips Colour TV.



Bourjois Limited,
Queen's Way, Croydon CR9 4DL.

£ $\frac{1}{2}$ MILLION

**says New Bristows
is just what women want!**

Bristows announce the *only* complete conditioner and shampoo in one for every type of hair—dry, greasy, normal and dandruff.

And they announce it with a confident £500,000 expenditure



***Television-** Launch burst of no less than six 30 second spots per week.

***Women's Magazines-** Full colour, double page spreads, backed up by single pages in all major weekly and monthly magazines.

The campaign starts early-
2nd week of February.

***Special Launch Bonus Prices**

***Sampling** Over 2 $\frac{1}{4}$ million sachets will be sampled.

***Couponing** 4p trial offer coupon to 13 $\frac{1}{2}$ million homes.



**Stock it, display it,
and let £ $\frac{1}{2}$ million sell it for you.**



New from Bristows
the first complete
conditioner and shampoo in one.

Now Cannon babysafe smooths away the germs.



Germs are sticky little devils. Show them a corner or a crevice and they'll stick it out through even the most rigorous washing.

But that's where the new Cannon babysafe feeding bottle defeats them, every one.

Because it's smooth all over, especially inside the neck where, on other bottles, germs cling most.

How do Cannon babysafe do it? With a special moulding process which forces each bottle into shape under tremendous pressure. And leaves it not only smooth and germ-free, but so tough that you can boil it, drop it or bounce it without harm.

Lightweight? An ordinary glass bottle weighs five times more!

Other exclusive features include a curved, easy-clean thread, a graduated table on the *outside* of the bottle and a smooth, thumb-grip locking cap.

Even more important, there's a brand new Cannon babysafe universal teat with a longer stem, three-hole perforation and a reinforced moulding that gives it a life span three or four times longer than other teats.

The special offer pack also contains a mini-feeder, an extra teat, disc and locking cap. As well as a protective dormal cover (just to make the bottle about as germ-free as a baby feeder can be).

For full details of this offer and all Cannon babysafe products (including the unique, cold-method sterilizer unit) ask our representative. Or contact us direct.

CANNON ● **babysafe**

if you know what's best for your baby.

Cannon Rubber Manufacturers Ltd., Ashley Road, Tottenham, London, N.17.
Tel: 01-808 6261

NEW PRODUCTS AND PACKS

Baby care

Germ free unbreakable feeder

Cannon Rubber have announced a "smooth neck" feeder (£0.30) said to be completely free from germ traps and smooth inside, particularly around the neck.

Made from clear polycarbonate the feeder is claimed to be unbreakable, and five times lighter than glass bottles. In addition, the company has redesigned the locking ring to incorporate a thumb grip while the universal teat has a longer stem, which with three-hole perforation and reinforced moulding, is claimed to have a life-span three or four times longer than other teats (Cannon Rubber Manufacturers Ltd, Ashley Road, Tottenham, London N17).

Cosmetics and toiletries

Ca' D'Oro light perfume

Vidal of Venice have introduced a perfume Ca' D'Oro, described as light with a fruity base, a hint of citron, and ideal for daytime wear.

The Eau de Parfum, packed in moulded glass containers, is available in 40cc (£1.95) and 80cc (£3) sizes, while the lighter Eau de Cologne, comes in 50cc (£0.98), 100cc (£1.85) and 200cc (£3.45) units, with the medium also obtainable in moulded glass bottles (£2.10).

In addition, a complementary range of Ca' D'Oro products has been launched: a presentation pack of three soaps (£1.50), deodorant talcum powder in a "squeeze pack" (£1.15), a stick deodorant (£0.80) and aerosol deodorant (£1.30) (Natura Products Ltd, 90 Belsize Lane, London NW3).

Breck hair texturiser

Breck have introduced a protein texturiser for use as an after-shampoo conditioner, designed to suit all types of hair, as well as helping to cure split ends and bleach damage.

Breck Basic, packed in 112cc plastic bottles (£0.49) gives eight applications and contains resins and proteins, which combine to form plasticisers, and quarter-nary ammonia. It is applied on the hair straight after shampooing, using the over-

cap for measuring. After combing, styling and drying, the texturiser must be brushed out thoroughly (Cyanamid of Great Britain Ltd, Breck Dept, Bush House, Aldwych, London WC2).

Complete home facial treatment

All stages of a salon facial in one pack and at a fraction of the cost are claimed to be the virtues of newly-introduced Face Up (£0.59)—a compendium of everything required for a complete treatment.

The pack consists of a headband, cleanser, clear gel face mask, eye pads, skin toner with mild antiseptic and moisturiser, all in individual sachets (Scott & Bowne Ltd, 50 Upper Brook Street, London W1).

Harmony Protein Plus

Harmony Protein Plus shampoo comes in three variants for dry, normal or greasy hair, and will be available in 70cc bottles (£0.18) and sachets (0.04½). Elida Gibbs Ltd have launched a £245,000 television advertising campaign introducing the new shampoo, supported by extensive point-of-sale material. £20,000 will be spent on full colour advertisements to appear in the teenage magazines—"19", Jackie and Mirabelle (Elida Gibbs Ltd, PO Box 1 DY, Portman Square, London W1).

Arrid Extra Dry roll-on

Carter-Wallace have introduced a 42g Arrid Extra Dry roll-on deodorant antiperspirant (£0.31) in addition to their standard and unscented aerosols. Display material featuring the initial 5p off flash is available (Carter-Wallace Ltd, Wear Bay Road, Folkestone, Kent).

Dietary

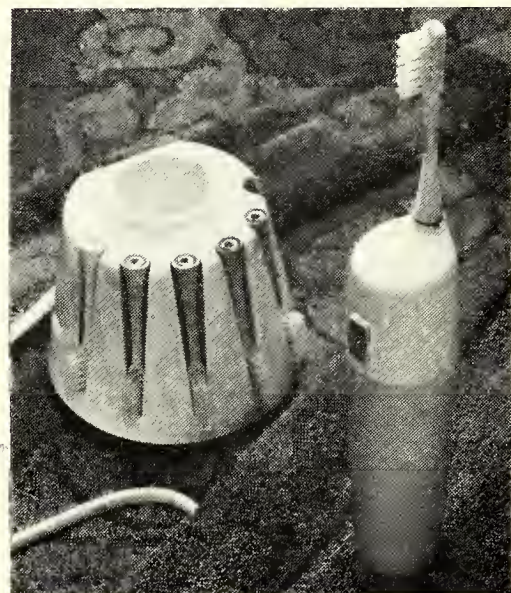
Sugar Free soft drinks

Jaycon are now distributing to chemists only Sugar Free, a diet and diabetic soft drink in non-returnable bottles (£0.8). The first flavours are lemonade and cola, both of which contain saccharin and 0.25 calories per fl oz (Jaycon Soft Drinks Ltd, 102 St Pancras Way, London NW1).

Over-the-counter medicinals

Hot lemon powders from Askit

Askit Laboratories announced on February 1 the introduction of "hot lemon" Askit. Active ingredients are the same as Askit with the addition of lemon flavouring and sweetener. This new hot lemon product is competitively priced, each per sales unit contains three doses (£0.08), and is packed in a dispenser containing 30 units, which although physically identical to the current Askit dispenser is readily identifiable as containing the "hot lemon" (Askit Laboratories Ltd, 93 Saracen Street, Glasgow).



Electrical

Illuminated beauty mirror

Philips Electrical recently announced at the Electric Living Trade Fair an illuminated beauty mirror (£9.95), "making it possible perhaps for the first time, to make up correctly for a specific lighting condition", through the sliding controls allowing four filters to be introduced across the light sources to simulate light levels in home, office, daylight and restaurants.

Philips say that the vast majority of women try to make-up using totally inadequate lighting, and almost without exception the average domestic installation falls well short of the ideal.

At the same time, Philips' rechargeable toothbrush (£9.95) was launched, designed as a partner to the battery model, new last year. The styling and colour scheme are similar but the rechargeable version offers brush heads in six colours—blue, pink, white, yellow, green and lilac. The brush operates at 2,300 strokes per minute and its stand, including an inductive charging unit for complete safety, can be adapted for shelf or wall mounting (Philips Electrical Ltd, Century House, Shaftesbury Avenue, London WC2H 8AS).

TRADE NEWS

Kamera Klear lipstick shades

First Night, Show Stopper and Applause are three new shades in Leichner's Kamera Klear lipstick range (£0.38), intended to be available in the shops from March. First Night is a muted amber, Show Stopper a coral tint and Applause red (L. Leichner (London) Ltd, 436 Essex Road, London N1).

A matter of comparative sizes

Elida Gibbs Ltd, Hesketh House, Portman Square, London W1A 1DY are currently selling a new small size of Erasmic Superfoam (£0.20) and also a new economy size of Shield antiperspirant (£0.56). With the introduction of the small size the description of the existing pack of Erasmic Superfoam normal and lime and menthol now becomes "large".

Ektacolor paper prices up

From February 15 Kodak are increasing the price of sheets and rolls of all Ektacolor papers. The changes are within the limits of the undertaking the company gave to the Confederation of British Industry last year, and average 5 per cent. Kodak say they are giving this advance notice to assist their professional customers in their forward planning, and they will do all they can to meet any extra demand placed upon them during the next few weeks.

Family Doctor revision

Family Doctor Publications have revised and re-issued in a new format their booklet "Food, Glorious Food" (£0.10). It is available to members from National Pharmaceutical Union, 321 Chase Road, London N14 6JN.

"Clear" Poly lady setting lotion

A "Clear" Poly lady hair setting lotion for a "normal hold" has been added to the range of "extra hold" Natural, Ash and Silver products. To display the complete selection, a counter unit has been designed in lightweight polystyrene



that holds five bottles of each of the four versions (Lambert Chemical Co Ltd, Eastleigh, Hants).

Feeding new-born in hospital

Prepacked sterilised foods, introduced by Cow & Gate, Guildford, Surrey, in 1969 are being more widely used in hospitals. The Prepared Feeds are supplied in 120ml disposable glass bottles, together with separate sterile disposable teats. In all there are six varieties of Prepared Feeds available: Half cream milk food, full cream milk food, Formula A (half strength, half cream), Formula B (half strength, full cream), 5 per cent dextrose solution and distilled water. The feeds do not require refrigeration and can be stored at room temperature. Cost of 4oz (120ml) Prepared Feed is £0.05½ including bottle and teat unit.

Plastic container for Eucryl

Eucryl denture powder is now being packed in a large size plastic container (£0.15) similar to that for Smokers' powder, with blue print on a white background. Available from Eucryl Ltd, 7 Oakley Road, Southampton SO9 7AT.



Dee Gee pack change

David Griffin Ltd, Holland Way, Blandford, Dorset, have announced that they are supplying their Dee Gee Baby Food and Bottle Heater (£2.40) in a new and improved presentation pack. The thermostatically controlled heaters can handle all "suitable" sizes of bottles, tins and jars.



10 good reasons for displaying new look Tubifoam...



Chiropodists everywhere use Tubifoam tubes for toe treatment and protection. Now, in new blister-packs, and a range of 5 sizes, inexpensive Tubifoam tubes are going to be best sellers for many other applications which don't need professional advice.

There's a big value-for-money 12" length of Tubifoam in every pack, ready for your customers to cut off the

exact amount they need each time. Tubifoam holds itself in place and offers all round protection. It is ideal, not only to relieve pressure and prevent chafing, but also for covering tender or bruised fingers and toes.

Display the new Tubifoam packs prominently – and watch your sales increase.

Ask your usual wholesaler – or write direct to us,

BATEMAN-JACKSON

Tubiton House, Medlock Street, Oldham, Lancs.
Tel. 061-652 2222 Grams 'Tubiton' Oldham

A member of the **Seton** group

Distributors of Seton Specialised Surgical Dressings and Appliances.



...and heré's 10 moré!



This counter display unit for odourless Honeypot Flycatcher is in orange and green and contains 36 flycatchers (Bee-Ply Ltd, 74-82 Rose Lane, Liverpool L18 8DH)

Wilkinson Sword at old price

Although from the beginning of this month the recommended retail price of a Wilkinson Sword five blade dispenser is £0.24, stocks of Pillerpacks are available at the old trade price during February from selected wholesalers (see pages 168-169).

Address change

Jean Sorelle Ltd point out that the address of the company is now 117 Great Portland Street, London W1N 6AH. Their telephone number remains 01-580 1312.

Pan Instant distribution

Inter-pan Ltd, 169/173 Regent Street, London W1, have announced they are now distributing Pan Instant spray shampoo.

Bonus offers

Lambert Chemical Co Ltd, Eastleigh, Hants. Listerine. 7½ per cent display discount on all purchases.

Cannon Rubber Manufacturers Ltd, Ashley Road, Tottenham, London N17. Cannon Babysafe feeder sets. Introductory offer 10 per cent extra discount.

Interfran Product Management Ltd, Sunley House, Croydon CR9 2DB. Mitchum Blanchair. 14 invoiced as 12 (until February 28).

Monks' Home Brew Ltd, Nordrach House, Staple Hill, Bristol BS16 4QF. For new stockists only. Unican Wine discount of £0.60 per case. Beer discount of £0.50.

Eyelure Ltd, Grange Industrial Estate, Llanfrechfa Way, Cwmbran, Monmouthshire. Dozen 15cc Tabac Colognes free with special "Freshness" parcel of assorted Colognes, talcum powders and deodorants (until end of March).

Pharmaceutical Specialities (May and Baker) Ltd, Dagenham, Essex RM10 7XS. Phensedyl cough linctus 125ml and Tixylix children's cough linctus 125ml. 10 invoiced as 9 (until February 29).

Phillips Yeast Products Ltd, Park Royal Road, London NW10 7JX. Vetzyme JDS dog shampoo. 36 sachets invoiced as 30. 36 50ml bottles invoiced as 30, 24 110ml bottles invoiced as 20 (until May 31).

PROMOTIONS

Calculating with Dettol

A national trade-only competition is being run by Reckitt & Colman for Dettol, carrying four first prizes of an NCR class 18-30 Electronic Calculator, (valued at £315 each), which are suitable for invoice checking, recording prescriptions and as adding/listing machines.

Entrants are asked to answer five questions on the efficacy of Dettol in given situations as well as completing the sentence "Dettol is unrivalled as an anti-septic-disinfectant because . . ." in not more than 12 words.

The 800 second prize winners will each be awarded a Dettol discount and profit calculator, designed specially for pharmacists.

Entry forms, distributed by representatives, can be submitted at the rate of one for every three packs of Dettol or Dettolin ordered. Closing date is March 1 (Reckitt & Colman Products Ltd, Dansom Lane, Hull HU8 7DS).

Elnett Satin TV campaign

A new six-week national television campaign for L'Oreal's Elnett Satin hair spray begins next week. The closing line to the 30 second commercials, "No finer way to hold your hair", is also featured in the Press advertising to run from April to October in *Woman, She, Woman and Home, Good Housekeeping, Nova, 19* and *Vogue* (Golden Ltd, Berkeley Square House, Berkeley Square, London W1).

Unican national advertising

Unican beers and wines are to be advertised nationally between March and May in the *Daily Telegraph*, with 19 insertions, and the *Sunday Express* with seven insertions (Monks' Home Brews Ltd, Nordrach House, Staple Hill, Bristol BS16 4QF).

Givenchy aerosol eau de toilette

For the spring, Givenchy are offering a special 1oz aerosol version of their Eau de Toilette (£1.25) in Le De and L'Interdit,



presented in tall slim bottles, screen printed with the "G" motif.

The cartons are glazed and echo the moire silk design and colouring of the regular packs, while a double interlining provides maximum protection for the bottle.

Orders accepted will be a minimum of 24 units, either 12 of each fragrance, or all of one, and will initially come with a French grey styrene merchandiser, testers being incorporated at the front of the stands (Parfums Givenchy Ltd, 2 & 3 Station Yard, Twickenham, Middlesex).

Vitapet for "Pup of the Year"

A year's free supply of Vitapet, the nutritional supplements for pets, was one of the prizes presented to the owners of the winning puppy in the 1971 *Daily Express* "Pup of the Year" Contest (British Cod Liver Oils (Hull & Grimsby) Ltd, Marfleet, Hull, Yorks).

Consumer offers

□ As an introductory offer, with each Cannon Babysafe feeder set (£0.30) comes an extra teat, a mini-feeder and a spare locking ring (Cannon Rubber Manufacturers Ltd, Ashley Road, Tottenham, London N17).

□ To launch Breck Basic, a free sachet is to be given away with every purchase of a shampoo from the range. The sachets are to be displayed in a special merchandiser, also holding the plastic bottles (Cyanamid of Great Britain Ltd, Breck Dept, Bush House, Aldwych, London WC2).

□ "Two for the price of one" is the current double-pack banded offer for Living Hair protein conditioner (Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: All except G, E

Askit powders: Sc, G

Beecham powders + hot lemon: All except E

Breck Basic: WW

Buttercup syrup: Lc, Y, NE

Cabdrivers cough linctus: Y

Elnett Satin: All except E, CI

Famel adult cough syrup: All areas

Ironplan: All except E

Man size Scotties: All except E

Menthacol: All except U, E

New Bristows: All except E

Optrex: Ln

Phensic M, Lc, WW, So

Protein 21: All areas

Radox salts and liquid Radox: All except U, E

Reban treatment shampoo: All except E

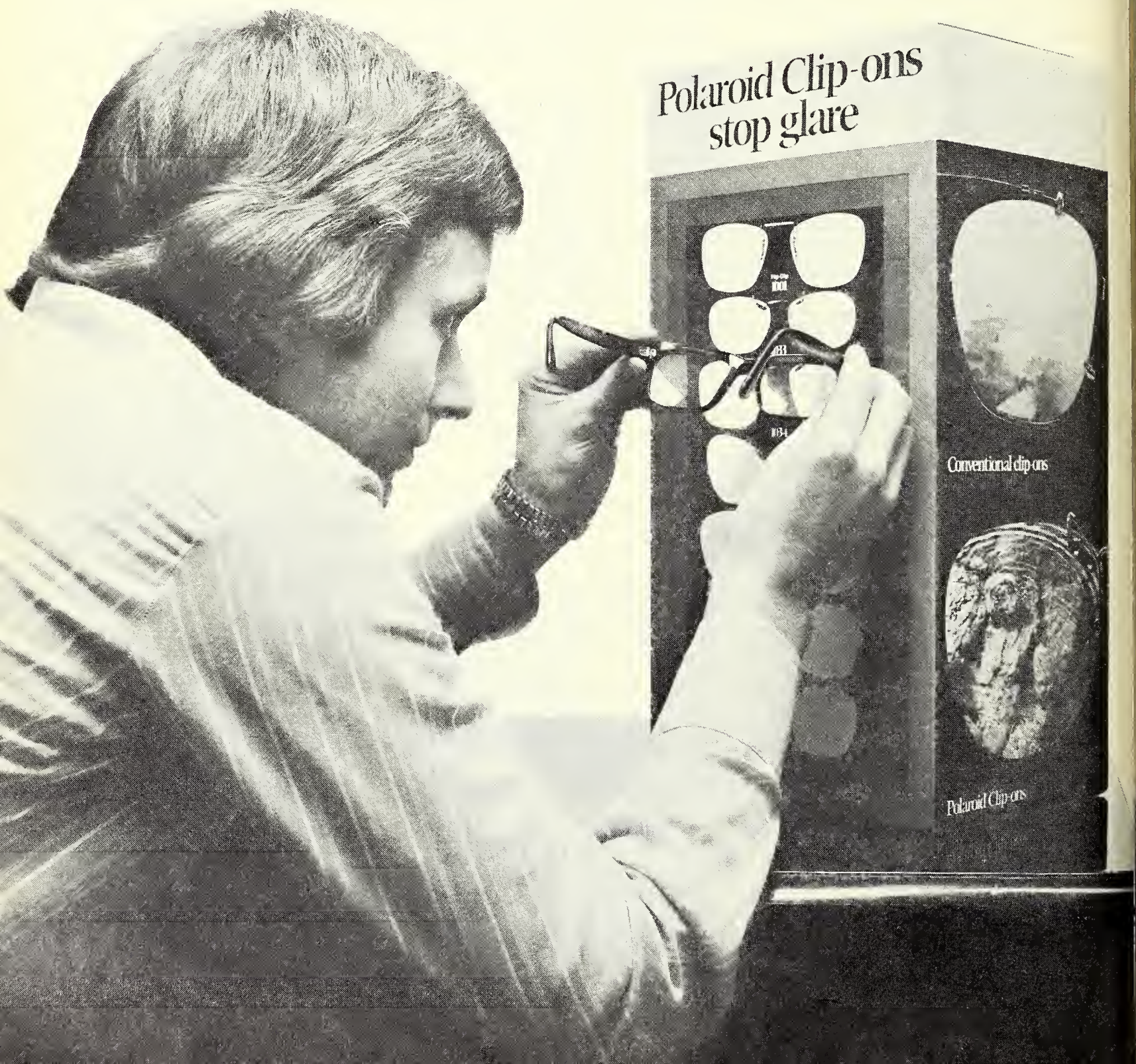
SR toothpaste: All except E

Sunsilk shampoo and hairspray. All except E

Tegrin medicated shampoo: All except E

Venos cough mixture: All except E

If 25 million people don't you think



CHEMIST & DRUGGIST

price service

CUMULATIVE AMENDMENT FEBRUARY QUARTERLY PRICE LIST

Prices are given per unit unless otherwise stated. Bold upright figures in the retail column indicate the price is subject to resale price maintenance. Italic figures (0-14) is manufacturer's recommended price. Upright figures (0-14) is a tested guide.
Price advanced. *r* = Price reduced.
New entry. *d* = Delete.
Correction. *i* = Insert.

| | Trade £.p | Tax £.p | Retail £.p |
|-----------------------|--------------|------------|---------------|
| MYCIN (746 Lederle) | | | |
| es 250 mg 20 | 0.45 | .. | 0.67½TS |
| MYCIN V (746 Lederle) | | | |
| es 250 mg 20 | 0.56 | .. | 0.84 TS |
| MOL (17 Agprolin) | | | |
| 100 | 0.33 | | |
| 250 | 0.75 | | |
| K (671 Jeyes) | | | |
| ls, alpine, lilac | | | |
| springtime | | | |
| 83 g | 1.89 dz | .. | 0.18½c |
| wick | 2.38 dz | .. | 0.23½a |
| refill | 1.98 dz | .. | 0.20 |
| | 2.54 dz | .. | 0.27 |
| ON (40 Allinson) | | | |
| yeast | 4 oz | .. | 0.14½ |
| | (3 dz) | | |
| RAL (1460 Dome) | | | |
| enance therapy | | | |
| 000 units vial | | | |
| | 10 ml | 7.50 | 10.00 |
| RAL-MITTE (1460 Dome) | | | |
| ed | 14.00 | .. | 19.33 |
| DS (1530 Fisons) | | | |
| 150 ml | 1.33dz | .. | 0.16 |
| 170 ml | .. | .. | <i>d</i> |
| AR (262 CIBA) | | | |
| 500 mg 20 | 0.735 | .. | 1.10 |
| ANDA (532 Goya) | | | |
| have | 0.232 | 0.105 | 0.45 |
| erspirant | 0.232 | 0.105 | 0.45 |
| nce | 28 cc | 0.206 | 0.095 |
| | 104 cc | 0.361 | 0.16 |
| | 210 cc | 0.567 | 0.255 |
| | .. | 0.283 | 0.125 |
| body rub | .. | 0.283 | 0.125 |
| otion | .. | 0.196 | 0.09 |
| bath oil | bottle | 0.283 | 0.125 |
| oo | bottle | 0.195 | 0.055 |
| bath | bottle | 0.251 | 0.115 |
| al beauty soap | .. | 0.086 | 0.025 |
| n | .. | 0.175 | 0.075 |
| (333 Cupal) | | | |
| sheners | | | |
| eral purpose blocks | | | |
| unior | .. | .. | 0.05½ |
| ble-pack blocks | | | |
| pple blossom, | | | |
| arnation, | | | |
| reesia, | | | |
| ild honeysuckle, | | | |
| avatory bowl | .. | .. | 0.10½ |
| himosa | .. | .. | 0.10½ |
| ose | .. | .. | 0.10½ |
| agnolia | .. | .. | <i>d</i> |

| | Trade £.p | Tax £.p | Retail £.p |
|---------------------------------|--------------|------------|---------------|
| aerosols | | | |
| car freshener | .. | .. | 0.12½ |
| Touch of Spring | .. | .. | |
| freesia | .. | .. | 0.23 |
| Grace 'n' Charm | .. | .. | 0.28 |
| honeysuckle, | .. | .. | |
| mimosa | .. | .. | 0.23 |
| Nice 'n' Fresh | .. | .. | 0.32 |
| AUREOMYCIN (746 Lederle) | | | |
| capsules 250 mg 20 | 0.68 | .. | 1.02 TS |
| BANISH (813 MF) | | | |
| lotion | 0.196 | 0.056 | 0.35 |
| shampoo | 0.28 | 0.08 | 0.50 |
| BAROSIL (1335 Wigglesworth) | | | |
| cream 50 g | 1.50dz | 0.45dz | 0.22½ |
| BENORAL (1599 Winthrop) | | | |
| caplets 0.5 g 100 | .. | .. | <i>d</i> |
| suspension 20% 300 ml | .. | .. | <i>d</i> |
| BENZOCAINE PHASAR (972 Pharmax) | | | |
| lozenges 15 | 0.20 | | |
| | 200 | 2.48 | |
| BRISTOW'S (105 BTD) | | | |
| shampoo and conditioner | | | |
| sachet | 0.37dz | 0.115dz | 0.05 |
| 80 cc bottle | 1.56dz | 0.47dz | 0.21 |
| BROMURAL (86 Barclay) | | | |
| tablets 20 | 0.26 | .. | 0.34 |
| BRONCHILATOR (1599 Winthrop) | | | |
| measured-dose nebuliser | 12.5 | 0.78 | 1.17 †s4B |
| BRONNLEY (194 Bronnley) | | | |
| Happy Hands | 6408 | .. | 0.33 |
| soap | | | |
| county herbs | | | |
| visitors (6) | 0141 | .. | 0.66 |
| export de luxe | 0112 | .. | 0.25 |
| hearts visitors | 0700 | .. | 0.11 |
| CARBO-CORT (1460 Dome) | | | |
| cream 50 g | 0.33 | 0.10 | 0.59 TS |
| CARBO-DOME (1460 Dome) | | | |
| cream 30 g | 0.17 | 0.05 | 0.30 |
| CARE (532 Goya) | | | |
| hand cream | 0.113 | 0.05 | 0.22 |
| CONQUERORS (312 AC) | | | |
| tablets 18 | 0.17 | 0.051 | 0.37½ |
| COOPERS (295 CM&R) | | | |
| N.C.A. worm drench | 6 x 10 oz | 6.30 | 8.40 †s1 |
| COR-TAR-QUIN (1460 Dome) | | | |
| cream 15 g | 0.33 | 0.10 | 0.59 TS |
| CORTISPORIN (208 BW) | | | |
| lotion 10 ml | .. | .. | <i>d</i> |
| DISPASIC (503 G) entire entry | | | <i>d</i> |
| DISPRIN (1037 Reckitt) | | | |
| tablets | 50 | 1.82dz | 0.497dz |
| | 500 | .. | <i>d</i> |
| DISTAQUAINE-V (378 Dista) | | | |
| tablets 250 mg | 500 | .. | <i>d</i> |
| DISTIVIT (378 Dista) | | | |
| tablets 20 mcgm 100 | | | <i>d</i> |
| | 100 mcgm 500 | | <i>d</i> |
| DOME-ACNE (1460 Dome) | | | |
| cream 30 g | 0.20 | 0.06 | 0.36 |
| lotion 50 ml | 0.25 | 0.07 | 0.45 |
| medicated cleanser | 100 g | 0.48 | 0.86 |
| DOME-CORT (1460 Dome) | | | |
| cream 100 g | 0.65 | .. | 0.98 TS |
| DRUMMER (1368 Chiswick) | | | |
| air fresheners | | | |
| minor | 0.39dz | .. | 0.04½ |
| plastic holder | 0.59dz | 0.021dz | 0.07½ |
| senior | 0.615dz | .. | 0.07½ |
| lavatory sanitiser | 0.735dz | .. | 0.09 |
| pine disinfectant | small | 0.455dz | 0.05 |
| | med | 0.715dz | 0.08 |
| | large | 1.02dz | 0.11 |
| | gal | 6.90dz | 0.70 |
| DURST (673 J of H) | | | |
| timer | .. | .. | 6.30 |

'Contac 400'
for 12 months
continuous profit!



| | Trade £.p | Tax £.p | Retail £.p |
|-------------------------------|--------------|------------|---------------|
| DYGON (816 Mayborn) | | | |
| colour and stain remover | 0.88dz | .. | 0.12½ |
| | 1.80dz | .. | 0.25 |
| DYLON (816 Mayborn) | | | |
| dyes multi-purpose | 0.88dz | .. | 0.12½ |
| carpet | 3.20dz | .. | 0.42½ |
| cold water | 0.88dz | .. | 0.12½ |
| liquid | 2.60dz | .. | 0.37½ |
| wash'n dye | 2.80dz | .. | 0.40 |
| EUVALEROL B (34 A&H) | | | |
| 11 | | | <i>d</i> |
| EYEDEW (690 Keldon) | | | |
| | 2.10dz | 0.92dz | 0.34 |
| FIESTA (981 Picot) | | | |
| spin-flo 10 cc | 2.14dz | 0.965dz | 0.35 |
| perfume miniature | 3.00dz | 1.35dz | 0.49 |
| | ½ oz | 5.24dz | 2.36dz |
| | ¼ oz | 9.24dz | 4.16dz |
| | ½ oz | 16.56dz | 7.45dz |
| | 1 oz | 30.72dz | 13.825dz |
| FLORET (1037 Reckitt) | | | |
| standard size | 1.72dz | .. | 0.20 |
| FROZOFLO (365 Demuth) | | | |
| (distributors 1377 R&A) | | | |
| crystal fragrances | 2.340dz | 0.887dz | 0.38 |
| GOLDEN BABE (761 Lilia-White) | | | |
| Bouncer baby pants | 0.93dz | | |
| cotton wool standard | 0.63dz | | |
| economy | 1.73dz | | |
| disposable napkin 10 | 1.31dz | .. | 0.14 |
| | 20 | 2.56dz | .. |
| | 48 | 6.06dz | .. |
| Snuggi pants | 1.92dz | .. | 0.48 |
| GODDARDS (522 Goddard) | | | |
| long term silver polish | 2 oz | 2.925 | .. |
| | (2 dz) | | 0.16 |
| | 4 oz | 2.475dz | .. |
| | 8 oz | 4.39dz | .. |
| | .. | 1.35dz | .. |
| plate powder | .. | .. | 0.15 |
| silver foam 0.15 size | .. | .. | <i>d</i> |
| GOYA (532 Goya) | | | |
| Cologne stick | 0.170 | 0.075 | 0.33 |
| fragrance spray | 0.268 | 0.12 | 0.52 |
| hand lotion | 0.170 | 0.075 | 0.33 |
| perfume phial | 0.170 | 0.075 | 0.33 |
| perfume Cologne | 0.170 | 0.075 | 0.33 |
| talcum | 0.154 | 0.07 | 0.30 |
| Cedar Wood | | | |
| anti-perspirant spray | 0.232 | 0.105 | 0.45 |
| after shave lotion | 95 cc | 0.206 | 0.095 |
| | 95 cc | 0.232 | 0.105 |
| Cologne | 95 cc | 0.180 | 0.08 |
| deodorant stick | 0.251 | 0.075 | 0.45 |
| foam shave | 0.165 | 0.07 | 0.32 |
| hair cream | 142 g | 0.232 | 0.105 |
| hair spray | .. | .. | 0.45 |
| pre-electric shave | 95 cc | 0.206 | 0.095 |
| | 105 g | 0.139 | 0.04 |
| shave cream brushless | .. | .. | 0.25 |
| | .. | .. | 0.25 |
| lather | 0.306 | 0.095 | 0.55 |
| shaving bowl | 0.178 | 0.055 | 0.32 |
| refill | 0.154 | 0.07 | 0.30 |
| talcum | 0.232 | 0.105 | 0.45 |
| HEINZ (593 Heinz) | | | |
| toddler foods | | | |
| vegetable broth with | | | |
| steak and kidney | | | |
| lime creamed dessert | | | |
| with peaches | | | |
| lemon creamed dessert | | | |
| with pears can 7½ oz | 1.163 | .. | 0.06 |
| | (2 dz) | | |
| HELENA RUBINSTEIN (596 HR) | | | |
| shadowmatic | .. | .. | 1.35 |
| refill | .. | .. | 0.80 |
| HEXAPHEN (295 CM & R) | | | |
| 1 gal | 4.32 | .. | 5.76 |

Specify **Wellcome* Insulins**

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent *Trade Mark

| | | Trade £.p | Tax £.p | Retail £.p | |
|---|-----------------|--------------|------------|---------------|---------|
| IBCOL (671 Jeyes) | | | | | |
| disinfectant | 340 ml | 1.11dz | .. | 0.11 | |
| | 570 ml | 1.60dz | .. | 0.16 | |
| | 210 ml | | | d | |
| extra | 1 gal | 0.84 | .. | 1.01 | |
| | 5 gal | 3.54 | .. | 4.20 | |
| INDORM (1352 Wyeth) | | | | | |
| capsules | 100 | | | d | |
| JEYES (671 Jeyes) | | | | | |
| air freshener blocks (Whiz) | | | | d | |
| fluid | 284 ml | 1.08dz | .. | 0.10½ | |
| | 570 ml | 1.70dz | .. | 0.18 | |
| | 1.14 l | 3.04dz | .. | 0.32 | |
| | 1 gal | 0.81 | .. | 1.06 | |
| | 5 gal | 3.44 | .. | 4.05 | |
| toilet flats | | | | | |
| babysoft | single | 2.12 | .. | 0.06 | |
| | (4 dz) | | | | |
| | double | 2.02 | .. | 0.11 | |
| | (2 dz) | | | | |
| manilla | single | 3.14 | .. | 0.08 | |
| | (4 dz) | | | | |
| | double | 2.90 | .. | 0.15 | |
| | (2 dz) | | | | |
| toilet fittings | | | | | |
| plastic | white | 2.84dz | 0.32dz | 0.39 | |
| porcelain | white | 0.79 | 0.09 | 1.29 | |
| | coloured | | | d | |
| JEYPINE (671 Jeyes) | | | | | |
| disinfectant | | | | | |
| | 340 ml | 1.11dz | .. | 0.11 | |
| | 570 ml | 1.60dz | .. | 0.16 | |
| | 1 gal | 0.84 | .. | 1.01 | |
| | 5 gal | 3.54 | .. | 4.20 | |
| | 200 ml | | | d | |
| KETTS (1602 Ketts) | | | | | |
| tablets | | 2.00dz | 0.73dz | 0.30 | |
| LABOPRIN (718 LAB) | | | | | |
| tablets | 24 | 0.30 | 0.09 | 0.54 | |
| LANALEM (903 NPU) | | | | | |
| hair spray | | 2.14dz | 0.965dz | 0.35 | |
| hand lotion | | 0.75dz | 0.34dz | 0.15 | |
| LEDERMYCIN (746 LEDERLE) | | | | | |
| capsules 150 mg | 20 | 0.73 | .. | 1.09½TS | |
| | 300 mg | 20 | 1.43 | .. | 2.14½TS |
| tablets 150 mg | 20 | 0.73 | .. | 1.09½TS | |
| | 300 mg | 20 | 1.43 | .. | 2.14½TS |
| LE TRAIN BLEU (981 Picot) | | | | | |
| spin-flo | 10 cc | 2.14dz | 0.965dz | 0.35 | |
| perfume | miniature | 3.00dz | 1.35dz | 0.49 | |
| | ½ oz | 5.24dz | 2.36dz | 0.85 | |
| | ¼ oz | 9.24dz | 4.16dz | 1.50 | |
| | ½ oz | 16.56dz | 7.45dz | 2.70 | |
| | 1 oz | 30.72dz | 13.825dz | 5.00 | |
| LILIA (761 Lilia-White) | | | | | |
| sanitary belts | | | | | |
| | adjustable | 1.05dz | 0.12dz | 0.13 | |
| | towels standard | 6 | 0.79dz | 0.08 | |
| | 12 | 1.50dz | .. | 0.15 | |
| LILIES OF THE VALLEY IN BLOOM (981 Picot) | | | | | |
| eau de toilette | | | | | |
| spin-flo | .. | 2.14dz | 0.965dz | 0.35 | |
| perfume | miniature | 3.00dz | 1.35dz | 0.49 | |
| | ½ oz | 5.24dz | 2.36dz | 0.85 | |
| | ¼ oz | 9.24dz | 4.16dz | 1.50 | |
| | 1 oz | 30.72dz | 13.825dz | 5.00 | |
| LIL-LETS (761 Lilia-White) | | | | | |
| regular | 10 | 1.26dz | .. | 0.13 | |
| | 20 | 2.29dz | .. | 0.24 | |
| super | 10 | 1.32dz | .. | 0.14 | |
| | 20 | 2.49dz | .. | 0.26 | |
| super plus | 10 | 1.44dz | .. | 0.15 | |
| | 20 | 2.67dz | .. | 0.28 | |
| LOTUS (903 NPU) | | | | | |
| hair spray | 142 g | 1.08dz | 0.485dz | 0.17 | |
| hand cream | 255 cc | 1.17dz | 0.53dz | 0.19 | |
| nail polish remover | | 1.17dz | 0.525dz | 0.19½ | |
| splash Cologne | 258 cc | 1.315dz | 0.59dz | 0.21½ | |
| MEDRICOL (1505 MDCL) | | | | | |
| cough treatment | | | | | |
| adult | 100 ml | 2.04dz | 0.61dz | 0.30 | |
| | 200 ml | 3.06dz | 0.92dz | 0.45 | |
| junior | 100 ml | 1.68dz | 0.50dz | 0.25 | |
| pastilles | | 1.38dz | 0.41dz | 0.20 | |
| MAX FACTOR (813 MF) | | | | | |
| California | | | | | |
| nail creme | | 0.166 | 0.071 | 0.32 | |
| for men | | | | | |
| pre-electric shave | | 0.285 | 0.122 | 0.55 | |
| nail frosts | | | | d | |
| MAZDA (903 NPU) | | | | | |
| magicube | | 0.205 | .. | 0.29 | |
| MINOLTA (667 JCL) | | | | | |
| camera 35 mm | | | | | |
| Hi-Matic 5 | .. | .. | .. | 44.95 | |
| NEUTRAPHYLLINE (311 C) | | | | | |
| ampoules 3 ml | 6 | 0.35 | .. | 0.44 | |
| OLIVE (1315 HW) | | | | | |
| nail pliers | 69001 | 5.20dz | .. | 0.65 | |
| ORASTREP (378 Dista) | | | | | |
| tablets | 500 | | | d | |

| | | Trade £.p | Tax £.p | Retail £.p | |
|-------------------------------|-----------|--------------|------------|---------------|--|
| OVALTINE (1303 Wander) | | | | | |
| baby rusks | 8 oz | 0.97dz | .. | 0.97dz | |
| chuckles | 8 oz | 0.97dz | .. | 0.97dz | |
| instant non-fat-milk | | | | | |
| | 7 oz | 1.76dz | .. | 1.76dz | |
| | 12 oz | 2.69dz | .. | 2.69dz | |
| teething rusks | small | 0.625dz | .. | 0.625dz | |
| | large | 1.18dz | .. | 1.18dz | |
| OXATETS (311 C) | | | | | |
| tablets packs of 100 and 1000 | | | | d | |
| PAGAN (981 Picot) | | | | | |
| eau de toilette | 42 cc | 4.92dz | 2.215dz | 0.80 | |
| | 84 cc | 8.64dz | 3.89dz | 1.40 | |
| spin-flo | 10 cc | 2.14dz | 0.965dz | 0.35 | |
| spray mist | 28 g | 5.24dz | 2.36dz | 0.85 | |
| perfume | miniature | 3.00dz | 1.35dz | 0.49 | |
| | ½ oz | 5.24dz | 2.36dz | 0.85 | |
| | ¼ oz | 9.24dz | 4.16dz | 1.50 | |
| | ½ oz | 16.56dz | 7.45dz | 2.70 | |
| | 1 oz | 30.72dz | 13.825dz | 5.00 | |
| PARAZONE (671 Jeyes) | | | | | |
| | 750 ml | 0.79dz | .. | 0.08 | |
| | 1 l | 0.94dz | .. | 0.10 | |
| | 1 gal | 0.335 | .. | 0.39 | |
| POLY (721 LC) | | | | | |
| cream rinse | | 0.38dz | 0.17dz | 0.06 | |
| hair dye reducer | | 2.86dz | 1.285dz | 0.45 | |
| pre-colour | | 2.67dz | 1.20dz | 0.42 | |
| POLYBLONDE (721 LC) | | | | | |
| | .. | 2.415dz | 1.085dz | 0.38 | |
| POLYCARE (721 LC) | | | | | |
| instant | .. | 0.95dz | 0.43dz | 0.15 | |
| POLYCOLOUR (721 LC) | | | | d | |
| POLYCOLOR (721 LC) | | | | i | |
| | .. | 2.35dz | 1.06dz | 0.37 | |
| POLYCOLOUR LIGHTER (721 LC) | | | | d | |
| POLYFAIR (721 LC) | | | | | |
| | .. | 2.415dz | 1.085dz | 0.38 | |
| POLYHERB (721 LC) | | | | | |
| shampoo | sachet | 0.375dz | 0.115dz | 0.05½ | |
| colourant | .. | 4.25dz | 1.915dz | 0.67 | |
| | bottle | 1.785dz | 0.535dz | 0.25½ | |
| POLY LADY (721 LC) | | | | | |
| permanent wave | .. | 3.305dz | 1.485dz | 0.52 | |
| setting lotion | .. | 1.21dz | 0.545dz | 0.19 | |
| POLYLOCK (721 LC) | | | | d | |
| POLYSET (721 LC) | | | | | |
| vials | .. | 0.665dz | 0.30dz | 0.10½ | |
| POLYTINT (721 LC) | | | | | |
| | .. | 2.86dz | 1.285dz | 0.45 | |
| PYETS (1568 Trentham) | | | | d | |
| PYRETS (1568 Trentham) | | | | i | |
| REGULA (980 Photopia) | | | | | |
| cameras | | | | | |
| Picca | C 35 | .. | .. | 13.96 | |
| SANELLA (903 NPU) | | | | | |
| sanitary towels | | | | | |
| No.0 | .. | 5.76 | .. | 0.15 | |
| | (4 dz) | | | | |
| No.1 | .. | 6.15 | .. | 0.16 | |
| | (4 dz) | | | | |
| No.2 | .. | 6.94 | .. | 0.18 | |
| | (4 dz) | | | | |
| soluble | .. | 5.60 | .. | 0.14½ | |
| | (4 dz) | | | | |
| san-belts | | | | | |
| side-fastening | | | | d | |
| SANILAV (671 Jeyes) | | | | | |
| | 425 g | 1.00dz | .. | 0.10 | |
| | 738 g | 1.66dz | .. | 0.16 | |
| SCRUBBS (671 Jeyes) | | | | | |
| ammonia | 540 ml | 1.30dz | .. | 0.13 | |
| SECTO (333 Cupal) | | | | | |
| aerosols | | | | | |
| biting insect repellent | .. | .. | .. | 0.33 | |
| green fly and | .. | .. | .. | .. | |
| aphid spray | .. | .. | .. | 0.29 | |
| mothproof | .. | .. | .. | 0.26 | |
| superfast fly killer | .. | .. | .. | .. | |
| super size | .. | .. | .. | 0.26 | |
| giant size | .. | .. | .. | 0.48 | |
| Vap fly killer | .. | .. | .. | 0.23 | |
| insecticide powder | .. | .. | .. | .. | |
| plastic puffer | .. | .. | .. | 0.15 | |
| ant killer | .. | .. | .. | 0.15 | |
| liquid ant and wasp | .. | .. | .. | .. | |
| killer | .. | .. | .. | 0.26 | |
| Sectovap | 300 cc | .. | .. | 0.17 | |
| | 16 oz | .. | .. | 0.23 | |
| | 32 oz | .. | .. | 0.37 | |
| | 128 oz | .. | .. | 1.15 | |

| | | Trade £.p | Tax £.p | Retail £.p | |
|---|-----------|--------------|------------|---------------|--|
| SECTO-KIL (333 Cupal) | | | | | |
| house and garden | | | | | |
| powder | 7 oz | .. | .. | 0.20 | |
| SENOKOT (1037 Reckitt) | | | | | |
| granules | 50 g | 1.335dz | .. | 0.16 | |
| | 56 g | | | d | |
| SOMBREIRO (532 Goya) | | | | | |
| cream tube | 50 g | 0.128 | 0.06 | 0.25 | |
| STERADENT (1037 Reckitt) | | | | | |
| powder | small | 0.89dz | 0.249dz | 0.12 | |
| | medium | 1.39dz | 0.38dz | 0.18½ | |
| | economy | 1.99dz | 0.544dz | 0.27 | |
| tablets | 17 | 0.97dz | 0.269dz | 0.13 | |
| | 26 | 1.39dz | 0.38dz | 0.18½ | |
| SUEDE (981 Picot) | | | | | |
| spin-flo | 10 cc | 2.14dz | 0.965dz | 0.35 | |
| perfume | miniature | 3.62dz | 1.63dz | 0.59 | |
| | ½ oz | 6.44dz | 2.90dz | 1.05 | |
| | ¼ oz | 11.28dz | 5.075dz | 1.85 | |
| | ½ oz | 19.68dz | 8.855dz | 3.20 | |
| | 1 oz | 34.80dz | 15.66dz | 5.65 | |
| SULEO (671 Jeyes) | | | | | |
| emulsion | 80 ml | 1.07dz | 0.32dz | 0.15 | |
| shampoo | 80 ml | 1.33dz | 0.40dz | 0.19 | |
| SUSTAMYCIN (824 MCP) | | | | | |
| capsules 250 mg | 50 | 1.68 | .. | .. | |
| SYNALAR (649 ICI) | | | | | |
| ointment | 15 g | 0.39 | .. | 0.59 | |
| THE BLUE TRAIN (981 Picot) entire entry | | | | | |
| TONSILLIN (1599 Winthrop) | | | | | |
| TRIDESILON (1460 DOME) | | | | | |
| cream 0.05% | 15 g | 0.50 | .. | 0.75 | |
| | 30 g | 0.90 | .. | 1.35 | |
| VALDA (903 NPU) | | | | | |
| pastilles | packets | 2.04 | 0.615 | 0.15½ | |
| | (2 dz) | | (2 dz) | | |
| | drums | 2.66dz | 0.80dz | 0.40½ | |
| VITATHONE (333 Cupal) | | | | | |
| tablets | 50 | 1.80 | .. | 0.22 | |
| WELLCOME (208 BW) | | | | | |
| aminophylline BP | | | | | |
| intravenous 0.25 g | | | | | |
| in 10 ml | 5 | | | d | |
| WHIZ (671 Jeyes) | | | | | |
| air freshener blocks | .. | 1.41 | .. | 0.04½ | |
| | (3 dz) | | | | |
| WHITE'S, DR. (761 Lilia-White) | | | | | |
| Koronet briefs | .. | 2.77dz | 0.29dz | 0.33½ | |
| pads | .. | 1.09dz | .. | 0.11½ | |
| sanitary towels | 0 | 1.48dz | .. | 0.15 | |
| | 1 | 1.55dz | .. | 0.16 | |
| | 2 | 1.74dz | .. | 0.18 | |
| | 3 | 1.85dz | .. | 0.19½ | |
| | E1 | 1.64dz | .. | 0.08½ | |
| belt | .. | 1.05dz | 0.12dz | 0.13 | |
| Carefree | 1 | 1.55dz | .. | 0.16 | |
| | 2 | 1.74dz | .. | 0.18½ | |
| sanspenders | .. | 0.83dz | 0.10dz | 0.10 | |

AMENDMENTS TO KEY TO SUPPLIERS

| | | |
|------|---------|---|
| 816 | Mayborn | = Mayborn Products Ltd 139 Sydenham Road, London SE26. 01-650 4801 |
| 1159 | WSHL | = Wilfred Smith (Horticulture) Ltd, Gemini House, High Street, Edgware, Middlesex. 01-952 6655 |
| 1530 | Fisons | = Fisons Ltd, Pharmaceutical division, 12 Derby Road, Loughborough, Leics. 0509 63113 |
| 1578 | Vernon | = Vernon-Carus Ltd, Penwortham Mills, Preston PR1 9SN. 0772 44493 |
| 1602 | Ketts | = Ketts Laboratories, 17 Canowie Road, Bristol 6. 0272 36355 |

THIS WEEK'S CHANGES

| | | Trade £.p | Tax £.p | Retail £.p | | Trade £.p | Tax £.p | Retail £.p |
|-----------------------|----|--------------|------------|---------------|---------------------|--------------|------------|---------------|
| AGLA (208 BW) | | | | | ARRID (235 CW) | | | |
| rubber bulb | | | | <i>d</i> | extra dry roll-on | 42 g | 2.05dz | 0.88dz |
| ALKA-MINTS (843 ML) | | | | | ASKIT (69 Askit) | | | <i>0.31</i> |
| tablets | 20 | 1.41dz | 0.40dz | <i>0.19</i> | hot lemon | | | |
| ALKA-SELTZER (843 ML) | | | | | dispenser | 3 | 1.40 | 0.40 |
| tablets | 8 | 1.04dz | 0.30dz | <i>0.14</i> | | | (2½dz) | (2½dz) |
| | 12 | 1.19dz | 0.34dz | <i>0.16</i> | ASMAC (1303 Wander) | | | |
| | 30 | 2.23dz | 0.63dz | <i>0.30</i> | tablets | 50 | 0.23 | .. |
| | | | | | | | .. | <i>0.34</i> |



The original Finnish Sauna Soap and range of toilet preparations
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PERL

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London SW1

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Samsar Manicure Implements
and the genuine
Diamon-Deb, Kurlash and Twizzors

| | Trade £.p | Tax £.p | Retail £.p | | Trade £.p | Tax £.p | Retail £.p | | Trade £.p | Tax £.p | Retail £.p |
|--------------------------------|--------------|------------|---------------|---------|--------------------------------------|------------|---------------|--------------|-----------------------------|--------------------|--------------------------|
| RA (243 Cernelle) entire entry | | | | d | DEE GEE (542 Griffin) | | | | NU-LOOK (903 NPU) | | |
| | | | | i | baby bottle heater | 1.48 | 0.43 | 2.40 a | sunglasses | | |
| RA (243 Cernelle) | | | | | | | | | N1 black, sherry | 1.36 | 2.26 a |
| y foods | | | | | DENTESIVE (843 ML) | | | | dark shell | 1.41 | 2.35 |
| ve fruits, orange and | | | | | 23½ g | 1.28dz | 0.16 a | | N2 black, sherry | 1.05 | 1.75 |
| rks, cereal with carrots, | | | | | 49 g | 2.00dz | 0.25 | | dark shell | 1.11 | 1.85 |
| cereal with spinach, | | | | | | | | | N3 black, sherry | | |
| cereal with mixed vegetables | | | | | DESERIL (1098 Sandoz) | | | | cool white | 1.05 | 1.75 |
| 7 oz | 2.43dz | | 0.27 | | tablets packs of 25 and 250 | | | d | dark shell | | |
| cereal with chocolate, | | | | | | | | | light shell | 1.11 | 1.85 |
| cereal with honey | | | | | ELNETT (525 Golden) | | | | N4 black, cool white | | |
| 7 oz | 1.62dz | | 0.18 | | satin aerosol | 130 g | 3.54dz | 1.60dz | crystal, mauve shadow | 1.05 | 1.75 |
| RON (149 Cuticura) | | | | a | 145 g | | | 0.56 ● | sherry | 1.11 | 1.85 |
| king deterrent | 15 | 4.59dz | 1.34dz | 0.66 | ENTROQUIN (312 AC) | | | d | dark shell | 1.05 | 1.75 |
| ADENAL (1303 Wander) | | | | d | 20 | 0.095 | 0.0285 | 0.20 †DDIa | N5 black, sherry | 1.05 | 1.75 |
| ets packs of 20 and 500 | | | | d | 80 | 0.33 | 0.099 | 0.65 †DDI | cool white, crystal | 1.11 | 1.85 |
| ard packs of 20 and 500 | | | | | EQUANIL (1352 Wyeth) | | | | dark shell | 1.11 | 1.85 |
| ERGAL (1098) | | | | d | tablets 400 mg pack of 20 | | | d | N6 black, sherry | | |
| ard packs of 20 and 1000 | | | | | | | | | cool white, crystal, | 1.05 | 1.75 |
| JX (243 Cernelle) | | | | | EUCRYL (430 Eucryl) | | | | mauve shadow | 1.11 | 1.85 |
| ti-vitamin tablets | | | | a | denture powder plastic | 1.00dz | 0.30dz | 0.15 ● | dark shell | 0.78 | 1.30 |
| acks of 30, 250, 500 and 1000 | | | | d | | | | | N7 flip-clip | | |
| JOIS (150 Bourjois) | | | | a | FACE-UP (1113 S & B) | | | | N8 gold framed | | |
| ge rosette brun | 117 | 0.88dz | 0.395dz | 0.15 | cleanser | 3.98dz | 1.79dz | 0.59 ● | rimless | 1.38 | 2.30 |
| ALDIX (1098 Sandoz) | | | | d | eye pads | 3.98dz | 1.79dz | 0.59 | N9 with rim | 1.44 | 2.40 |
| ets pack of 25 | | | | | face mask | 3.98dz | 1.79dz | 0.59 | N10 black, sherry | 1.05 | 1.75 |
| ALDIX K (1098 Sandoz) | | | | d | headband | 3.98dz | 1.79dz | 0.59 | dark shell | 1.11 | 1.85 |
| ets pack of 25 | | | | | moisturiser | 3.98dz | 1.79dz | 0.59 | N11 black, mauve shadow | 1.05 | 1.75 |
| CREEM (105 BTD) | | | | | skin toner | 3.98dz | 1.79dz | 0.59 | | | |
| dressing tub | | | | a | | | | | dark shell | 1.11 | 1.85 |
| standard | 1.155dz | 0.52dz | 0.17 | 0.24 | FEMERGIN (1098 Sandoz) | | | | silver | 1.44 | 2.40 |
| medium | 1.63dz | 0.73dz | 0.24 | 0.34 | tablets pack of 50 | | | d | N12 black, metal sides | 1.48 | 2.46 |
| large | 2.31dz | 1.04dz | 0.34 | 0.18 | GLUCA-SELTZER (843 ML) | | | | N13 nickel | 1.50 | 2.50 i |
| tube | 1.225dz | 0.555dz | 0.18 | | tablets standard | 1.59dz | 0.45dz | 0.21 a | N14 silver satin | 1.48 | 2.46 |
| ORO (881 Natura) | | | | a | large | 2.73dz | 0.78dz | 0.36 | N15 gold | 1.32 | 2.20 |
| lorant spray | 100 g | 0.27 | 1.30 | 0.80 | | | | | N16 heliodor, metal sides | | |
| stick | 25 g | 0.37 | 0.165 | 1.15 | HILSTONE (105 BTD) | | | | dark shell, metal sides | 1.38 | 2.30 |
| talcum | 150 g | 0.53 | 0.24 | | shaders | 0.545dz | 0.25dz | 0.08 a | N17 smoke, black | 1.32 | 2.20 |
| RGOT (1098 Sandoz) | | | | d | | | | | silver | 1.38 | 2.30 |
| ets packs of 20 and 500 | | | | | HONEYPOT (1605 BPL) | | | i | N18 dark shell/gold | 1.38 | 2.30 |
| ZEAN (312 AC) | | | | a | fly catcher | 2.75 | | | silver/chrome | 1.32 | 2.20 |
| m | 25 g | 0.08 | 0.025 | 0.17 | (gross) | | | | heliodor/chrome | 1.38 | 2.30 |
| UM-SANDOZ (1098 Sandoz) | | | | | | | | | N19 heliodor, smoke | 1.44 | 2.40 |
| colate-flavoured | | | | a | HOWARDS (732 LI) | | | | silver | 1.14 | 1.90 |
| blets | 30 | 0.20 | 0.06 | 1.00 r | sorbitol powder | 500 g | 0.33 | 0.43 i | N20 heliodor, black | 1.20 | 2.00 |
| p | 500 ml | 0.55 | 0.17 | | packs of 6 oz and 16 oz | | | d | dark shell | 1.20 | 2.00 |
| oules 10% 10 ml pack of 20 | | | | d | | | | | N21 black/gold | 1.41 | 2.35 |
| 5 ml pack of 10 | | | | d | | | | | crystal/silver | | |
| tamin C 10 ml pack of 20 | | | | d | HYDERGINE (1098 Sandoz) | | | | N22 gold framed | 1.38 | 2.30 |
| ATION (339 CG) | | | | | tablets sublingual pack of 30 | | | d | rimless | 1.50 | 2.50 |
| ant breakfast foods | | | | a | JAYCON (1606 Jaycon) | | | | N25 gold | 1.50 | 2.50 |
| (6) | 3.15dz | | 0.33 | | sugar free soft drinks | | | | N26 nickel | 1.05 | 1.75 |
| ANID (1098 Sandoz) | | | | sl | lemonade and cola | 0.61dz | 0.11dz | 0.08 ● | N27 nickel flip-clip | 0.60 | 1.00 |
| oules 2 ml | 5 | 0.19 | | 0.30 | J CLOTH (672 Johnson) | | | | B1 black | 0.60 | 1.00 |
| acks of 6 and 30 | | | | d | 6 | 1.286dz | 0.145dz | 0.15½a | B2 black, sherry | 0.60 | 1.00 |
| VON (218 Calmic) | | | | c | 12 | 2.241dz | 0.252dz | 0.27 | NU-MIST (903 NPU) | | |
| ets | 100 | 0.19 | 0.055 | 0.34 | JULIAN JABLON (1548 JJ) entire entry | | | d | deodorant aerosol | 1.755dz | 0.79dz 0.28½a |
| IFEX (243 Cernelle) | | | | a | LI-LO (308 Cow) | | | d | NU-SOFT (903 NPU) | | |
| eral tablets | 100 | 3.36dz | 1.01dz | 0.48 | LI-LO (1603 Li-Lo) | | | i | Hanx | 100 | 2.18 0.245 (2 dz) 0.12½r |
| IDENT (243 Cernelle) | | | | r | MESONTAIN (1098 Sandoz) | | | | | | |
| 75 | 2.64dz | | 0.32 | | tablets pack of 1000 | | | d | ORABASE (1176 Squibb) | | |
| MIUM-SANDOZ (1098 Sandoz) | | | | ● | METHERGIN (1098 Sandoz) | | | | paste | 15 g | 0.17 0.05 0.26 c |
| ules | 250 | 7.50 | | 11.25 | ampoules 1 ml | 100 | | d | 80 g | 0.55 0.165 0.83 | |
| RIN (218 Calmic) | | | | | tablets pack of 25 | | | d | ORAHEISIVE (1176 Squibb) | | |
| sol | | 0.61 | 0.185 | 1.10 TS | MINIMA (243 Cernelle) | | | | powder | 15 g | 0.27 0.08 0.41 c |
| m | 15 g | 0.34 | 0.10 | 0.61 TS | slimming tablets | 150 | 4.30dz | 1.29dz | PAN (1604 IPL) | | |
| | 100 g | 1.50 | 0.45 | 2.70 TS | 400 | 8.40dz | 2.52dz | 1.35 | shampoo | 3 oz | 2.68dz 0.805dz 0.41 i |
| der | 15 g | 0.34 | 0.10 | 0.61 TS | N. P. U. (903 NPU) | | | | 6 oz | 4.44dz 1.33dz 0.67 | |
| | 50 g | 0.85 | 0.255 | 1.53 TS | nail brushes | | | | PERSONALITY (1377 R & A) | | |
| CO (264 Cindico) | | | | | standard | | | | soap | | |
| can | 0.20 | | | r | vacuum Nu-flask | 8 oz | 1.02dz | 0.31dz | petals | | d |
| (105 BTD) | | | | | 16 oz | 3.28dz | 0.36dz | 0.44½r | PHILIPS (977 PE) | | |
| perspirant aerosol | | | | a | plastic | 8 oz | 3.80dz | 0.43dz | toothbrush | | |
| standard | 2.31dz | 1.04dz | 0.34 | | refills | 16 oz | 2.40dz | 0.51½i | rechargeable HP 5202 | 6.242 | 1.628 9.95 ● |
| economy | 2.92dz | 1.315dz | 0.43 | | | 26 oz | 2.625dz | 0.26½ | PINO SILVESTRE (881 Natura) | | |
| roll-on | 2.04dz | 0.92dz | 0.30 | i | | 36 oz | 4.15dz | 0.29 | Cologne | 400 cc | 2.40 1.08 5.20 i |
| refill | 1.70dz | 0.765dz | 0.25 | | | 16 oz | 4.15dz | 0.46 | deodal spray | 130 g | 0.48 0.215 1.05 a |
| TESS (105 BTD) | | | | | | 16 oz | 0.595dz | 0.07dz | POLLITABS (243 Cernelle) | | |
| conditioning cream | | | | | cups | 8 oz | 0.49dz | 0.05½dz | tablets | 100 | 7.56dz 0.90 a |
| 30 g | 1.225dz | 0.555dz | 0.18 | a | inner | 26/36 oz | 0.42dz | 0.05dz | 250 | 15.96dz | 1.90 |
| CURA (1491 Cuticura) | | | | a | outer | 26/36 oz | 0.70dz | 0.08dz | packs of 30, 500 and 1000 | | d |
| d cream | 50 g | 1.24dz | 0.543dz | 0.20 | stoppers | 8/16/26 oz | 0.675dz | 0.07½ | POLYBACTRIN (218 Calmic) | | |
| | 100 g | 1.86dz | 0.815dz | 0.30 | 36 oz | 0.79dz | | 0.09 | cream | 15 g | d |
| licated liquid | 78 g | 1.73dz | 0.51dz | 0.25 | NU-FRESH (903 NPU) | | | | PUROVERINE (1098 Sandoz) | | |
| licated shave foam | | | | | aerosol air freshener | | | | ampoules 1 ml | 6 | 0.60 0.90 †a |
| | 198 g | 2.23dz | 0.65dz | 0.32 | | 14 oz | 1.51dz | 0.18 a | tablets | 100 | 1.90 |
| ment | 25 g | 1.06dz | 0.31dz | 0.15½ | fly killer | 14 oz | 1.76dz | 0.21 | PURSENNID (1098 Sandoz) | | |
| | 64 g | 1.73dz | 0.51dz | 0.25 | vaporising fly killer | | | | tablets pack of 200 | | d |
| ving stick | | 1.53dz | 0.45dz | 0.22 | size 1 | 2.96dz | | 0.37 | RITTER (243 Cernelle) | | |
| refill | | 0.94dz | 0.27dz | 0.13½ | size 2 | 6.00dz | | 0.75 | Vital capsules | 96 | 7.80dz 0.97 i |
| | 95 g | 0.76dz | 0.223dz | 0.11 | NU-GUARD (903 NPU) | | | | SECTO (333 Cupal) | | |
| | 128 g | 1.07dz | 0.31dz | 0.15½ | anti-freeze | 1 pt | 3.02 | 0.18 r | Vap fly insect killer | | |
| um | 80 g | 1.12dz | 0.49dz | 0.18 | | | (2 dz) | | lantern Mk III | | 0.78 ● |
| | 120 g | 1.53dz | 0.67dz | 0.25 | | | 2.85dz | 0.34 | | | |

| | Trade £.p | Tax £.p | Retail £.p | | Trade £.p | Tax £.p | Retail £.p | | Trade £.p | Tax £.p | Retail £.p |
|---------------------------------------|--------------|------------|---------------|---|--------------|------------|---------------|--------------------------------|--------------------------------|------------|---------------|
| SILVIKRIN (105 BTD) | | | | graves, rose, chablis, red vermouthe, royal ruby | 0.52 | .. | 0.78 a | WILLIAMS (255 Chembro) | | | |
| hair cream standard | 1.085dz | 0.49dz | 0.16 a | | | | | Aqua Velva | | | |
| large | 1.565dz | 0.705dz | 0.23 | | | | | after shave | 80 cc | 1.92dz | 0.865dz 0.30 |
| 75 hairdressing spray | 1.97dz | 0.89dz | 0.29 c | | | | | Lectric shave | 30 cc | 1.55dz | 0.70dz 0.52 |
| hair spray regular | 1.765dz | 0.795dz | 0.26 c | | | | | glide on | 80 cc | 2.92dz | 1.315dz 0.24 |
| SKIN LIFE (596 HR) | | | | VASODEX (61 APC) | | | | | 83 cc | | 0.45 |
| cream 0901 | .. | .. | 2.90 ● | ophthalmic solution | 5 ml | 0.40 | 0.60 TSa | | | | |
| THYRODEX (1556 Farillon) entire entry | | | d | VASOSULPH (61 APC) | | | | | | | |
| TORCAN (1098 Sandoz) | | | | ophthalmic solution | 10 ml | 0.25 | 0.38 †s4BTSa | AMENDMENTS TO KEY TO SUPPLIERS | | | |
| ampoules 10 mg/1 ml | 6 | 0.28 | 0.43 †s4Bc | | | | d | 669 Sorelle | = Jean Sorelle Ltd, 117 Great | | |
| ampoules 1 ml | | | d | VASOZINC (61 APC) | | | | | Portland Street, London | | |
| TRI-ADCORTYL (1176 Squibb) | | | | ophthalmic solution | 10 ml | 0.25 | 0.38 a | | WIN 6AH. 01-580 1312 | | |
| cream 30 g | 1.33 | .. | 2.00 TSi | | | | d | | | | |
| ointment 30 g | 1.33 | .. | 2.00 TS | | | | | | | | |
| TRIOGESIC (1303 Wander) | | | | VIDAL (881 Natura) | | | | 1603 Li-Lo | = Li-Lo, Ltd, Liverpool Road | | |
| elixir 150 ml | 0.23 | .. | 0.34 †s1c | foam bath 280 g | 0.65 | 0.195 | 1.25 i | | Trading Estate, Slough, Bucks. | | |
| tablets 12 | 0.13 | .. | 0.19 †s7 | shave cream lather | | | | | Slough 20333 | | |
| 250 | 1.76 | .. | 2.64 †s7i | | 100 g | 0.28 | 0.55 | 1604 IPL | = Inter-Pan, Ltd, 169 Regent | | |
| TWINK (412 Elida-Gibbs) | | | | WANDER (1303 Wander) | | | | | Street, London W1R 8HE. | | |
| roller standard | 2.18dz | 0.98dz | 0.34 c | diabetic chocolate | | | | 1605 BPL | 01-734 7495 | | |
| UNICAN (1391 MHB) | | | | drink 1 lb pack | | | d | | = Bee-Ply Ltd, 74 Rose Lane, | | |
| for sauternes, sweet sherry, | | | | WILKINSON (1339 Wilkinson) | | | | | Liverpool L18 8DH. | | |
| port, burgundy, hock, | | | | New Sword blades 5 | 3.41 | 1.00 | 0.24 a | 1606 JSDL | 051-724 2261 | | |
| sweet mead, dry mead, | | | | | (25 pkts) | (25 pkts) | | | = Jaycon Soft Drinks Ltd, | | |
| claret, Beaujolais, dry | | | | | 10 | 6.38 | 0.45 | | 102 St Pancras Way, N.W.1. | | |
| sherry, liebfraumilch, | | | | | | (25 pkts) | | | 01-485 5811 | | |

ed Polaroid Clip-ons, X you do too?

The eye-opening fact is that over half the population have to wear spectacles.

And can't, therefore, wear Polaroid sunglasses.

For them, we make Polaroid clip-ons. Which have all the advantages of our sunglasses: they're scratch-proof, shatter-resistant and can eliminate up to 99% of reflected glare.

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The display is yours (providing stocks last) if you make just one order of clip-ons.

Surely not too much to ask of you.

Especially now you know the number of potential customers.

Polaroid Clip-ons.

Treating the anxiety-stress syndrome

by S. J. Hopkins FPS

Anxiety is a natural reaction to a stress situation, and as such it is valuable as a driving force to deal with the causative stress. When the situation is within the individual's experience or ability, the anxiety is self-limiting, and disappears when the stress situation is resolved. In such circumstances, it has no pathological undertones, but when the stress is excessive, is obscure in origin, or beyond the patient's powers of adaptation, an anxiety state develops.

The term covers a wide range of conditions, and is sometimes better understood than defined. It may be merely an exaggerated response to a common stress or it may develop into a morbid state, complicated by worry or illness. In some individuals, increasing responsibilities may cause anxiety by inducing an excessive response, and the difference between an emotionally disturbed and a non-disturbed individual is qualitative rather than quantitative. The anxiety may be associated with a variety of psychosomatic disturbances such as pallor, sweating and rapid pulse, and these symptoms are so similar to those normally evoked by fear, that it has been called "fear spread out thin".

Secondary depression

When the causative stress can be identified and removed, the anxiety fades, but often the stress is unavoidable, as it may be due to the environment, or even have its origin in the patient's own personality. In such cases, the primary stress may cause a secondary depression which may obscure the original anxiety and its cause.

The timely use of drugs can help to break the stress-anxiety-stress reaction, but the response is neither automatic nor invariably complete. The severity and duration of the anxiety, as well as the attitude of both patient and doctor to it, can influence the final response, and treatment, in terms of drug, dose and duration, may be adjusted to the needs of the individual. The following drugs are representative of the wide range now available.

Barbiturates: The barbiturates have long had an established place in the treatment of anxiety, as the response is usually rapid. Although useful for the short-term treatment of moderate and phobic anxiety states, they are not suitable for the treatment of chronic anxiety conditions.

Benzodiazepines: This group of drugs, exemplified by chlordiazepoxide (Librium), has tranquillising and anxiolytic properties, and is widely used in chronic anxiety and tension states. With the relief of stress

that follows, the cardiovascular symptoms and muscular-skeletal disorders associated with emotional disturbances can also be controlled.

Diazepam (Valium) has an action similar to that of chlordiazepoxide, but is more potent with increased muscle-relaxant properties. Oxazepam (Serenid-D) is an alternative drug that causes less drowsiness than diazepam.

Nitrazepam (Mogadon) also belongs to the benzodiazepine group of drugs, but is used mainly as a less toxic alternative to the barbiturates in the treatment of insomnia. At the same time, this hypnotic effect is also useful as an adjunct to other therapy when the sleeplessness is due to anxiety. The most recent addition to the group is medazepam (Nobrium). It has applications in the treatment of anxiety and phobic states where there is some associated physical disorder. The action of the drug is mediated by a selective effect on the limbic system of the brain.

It is of interest to note that although the monoamine oxidase inhibitors such as phenelzine are primarily used as anti-depressants, their use with a benzodiazepine such as diazepam is of value in the treatment of severe phobic anxiety states.

Alternative Drugs: Other drugs of a tranquillising action, which are also used in the treatment of anxiety include meprobamate (Equanil, Miltown), tybamate (Benvil) and opipramol (Insidon).

Meprobamate also has useful muscle-relaxant properties which assist in relieving the physical tension that is so often associated with anxiety. Unlike most other drugs used in the treatment of anxiety neuroses, meprobamate has a branched chain and not a cyclic structure. A similar structure is present in tybamate, which contains a butyl substituent on the main chain. Drugs of this type are thought to act upon the hippocampus and limbic system of the brain, and to have a stabilising action at sub-cortical levels which still permits natural and spontaneous responses to normal stimuli. They thus afford symptomatic relief from anxiety and tension originating from a variety of psychosomatic disorders without an excessive dampening down of the central nervous system.

Hydroxyzine (Atarax) and opipramol (Insidon) represent a different chemical approach, whereas chlorprothixene (Taractan) is a tranquillising drug of the chlorpromazine type, but of occasional use in anxiety when the response to other drugs is unsatisfactory. Chlormezanone (Transcopal) has muscle-relaxant and tranquillising properties that are useful in

neurological conditions and anxiety states.

Tricyclic compounds: Drugs of this type, of which imipramine (Tofranil) was the first to be used extensively, are mainly anti-depressant in action. But newer compounds, such as trimipramine (Surmontil), dothiepin (Prothiaden) and doxepin (Sinequan), exhibit a certain gradation of action, and may be effective in both anxiety and depression.

As these conditions may co-exist in the same patient, the diagnosis is seldom clear-cut, even when one type of symptom appears to predominate. In such cases, a drug that can control anxiety, irrespective, or otherwise, of the presence of a depressant component, offers considerable therapeutic advantages.

Benzoctamine: Although this newly introduced drug may have a superficial resemblance in some ways to the tricyclic compounds, it represents a new class of therapeutic substances described as dibenzo-bicyclo-octadienes. Benzoctamine (Tactin) has a wider range of activity than many anxiolytic drugs, as it also has a muscle-relaxant action. It is therefore useful in pure anxiety states, in anxiety complicated by psychosomatic disturbances, and in the anxiety associated with organic disease.

Oxypertine: It has long been known that the amine compounds present in the brain, such as serotonin, noradrenaline and dopamine, play a significant part in the control of mood. It is considered that in anxiety and tension states, the level of brain amines rises, and the mental and physical manifestations of anxiety may be due to an imbalance of these physiologically active amines.

A selective depletion of amines

The logical approach is to restore the level to normal, but many anxiolytic drugs have little effect on brain amine levels, and in such cases, the relief of anxiety may be due to more sedation and relaxation than to a specific anti-anxiety action.

Oxypertine (Integrin) has a closer chemical relationship with the biological amines than any other psychotherapeutic drug, and experimental work suggests that it brings about a selective depletion of brain amines.

If the symptoms of anxiety are directly related to the concentration of active amines, as the evidence suggests, oxypertine may act at a more fundamental level than drugs which merely relieve anxiety, and in effect restore the amine controlling mechanism to order.

Thus, the treatment of anxiety, like its manifestations, is rarely simple and clear cut, but requires adjustment to the patient. In some cases, the muscle-relaxant, mildly sedative drug will be adequate. In others, where the anxiety is obscured or complicated by other emotional factors, more powerful drugs are required, and, again, in other cases, combined treatment with more than one drug will be required. Motival (fluphenazine and nortriptyline), Limbitrol (amitriptyline and chlordiazepoxide) and Seconesin (quinalbarbitone and mephensin) are all mixed products formulated for such combined treatment, and reflect the many facets of anxiety.

COMMENT

Ribena tax: the final verdict

The House of Lords have decided that Ribena is not a drug or a medicine and is liable to purchase tax (p 152). This case was first heard in 1969 (*C&D* May 17, p 430) before Mr Justice Ungood-Thomas who decided that Ribena was liable to tax. The judge based his decision not only on a consideration of the formulation, but also examined the get-up and the methods of marketing, noting that five-sixths of the sales of Ribena occur in grocers.

Beecham went to the Court of Appeal which rejected the test. Lord Justice Cross (as he then was) said in his judgment that it would arguably be odd if "there should be read into the Act a general provision that a substance which is a drug or medicine, if sold as a drug or medicine, is not a drug or medicine if not sold as a drug or medicine". The House of Lords has now rejected the approach of the Court of Appeal and upheld the High Court decision.

Sale by grocers the key

Lord Wilberforce in his judgment felt it incorrect to concentrate attention on an analysis of what was in the bottle. In such a frontier area very similar products, or even products chemically the same, might be drugs, medicines or beverages according to how they were presented or how they were sold. Notice was taken that while Ribena is sold by pharmacists, much more is sold in grocers and its advertising is directed at the normal healthy person, placing it in the category of a health food, something taken not therapeutically or prophylactically, but as part of his way of better living.

It is noticed with some relief that the House of Lords did not seek to define a medicine, but contented themselves with the ordinary meaning of the word. Had a definition been produced it might have been in conflict with similar provisions in the Medicines Act, and confusion may have resulted.

It would appear from this decision that in the case of borderline substances such as vitamin preparations, one of the tests to determine whether it is a medicine or not is to examine the marketing process. It would also appear that if a substance is to be regarded as a medicine, it should be sold mainly from pharmacies, a conclusion most pharmacists would readily applaud.

... and statistics

Potential television advertisers have been made aware recently of the existence of 14,457 "chemists (dispensing)" in Great Britain—based on a Retail Audit Census of November 1969.* (Unfortunately, only 12,851 asked the registrar of the Pharmaceutical Society if they might be authorised sellers of poisons, according to his report for that year.)

Further, we learn that there were 1,913 "chemists (not dispensing—druggists)" and some 2,429 "chemist and photographic dealers".

Our advertisers might also reach the customers of 811 "photographic specialists", if they have a mind.

All good stuff for the marketing man, but our statistician finally lets his exuberance run away with him with a flourishing summing up. "Total chemists", he triumphs, "19,610"!

*Source: ATV Marketing Manual.

BOOKS

Drug Names Glossary. West Cheshire Hospital Management Committee, the Group Pharmacy, City Hospital, Hoole Lane, Chester CH2 3EH. 7½ × 5 in. Pp 114. £0.50.

The glossary, now in its second edition, provides the user with equivalents for proprietary and approved names. It also lists the constituents of compound preparations.

All names are repeated to provide a complete cross reference system, in one alphabetical list. Where there is more than one branded product containing the same drug, equivalents are listed in each entry. Drug constituents are included in the alphabetical list to serve as a reference to those preparations containing them and compound preparations are followed by a list of main active ingredients.

To present a comprehensive record names of obsolete products have been retained in the glossary and, where possible, product name changes have been indicated.

The production of the glossary was

supervised by Mr J. G. Roberts of the Chester City Hospital, who has recently been appointed regional pharmacist to the Liverpool Regional Hospital Board.

Invention Patents and Trademarks. Peter Meinhardt. Gower Press Ltd, 140 Great Portland Street, London W1N 5TA. 9¼ × 6 in. Pp 395. £6.50.

A pharmacist requiring detailed information on patents and trade marks has, until now, been obliged to consult one of the two standard works on patents and the standard work on trade marks, or refer to Halsbury's Laws of England. There is no implied criticism of those excellent works, but the layman will find them heavy going and, as they are intended for the practitioner, their emphasis is on the legal implications rather than on giving a comprehensive outline of the systems.

Dr Meinhardt's book attempts to deal with the management of patents and trade marks and attempts to equate the legal systems to the problems facing companies seeking patent and trade mark protection.

The chapters on patent law and practice are well written and the author has dealt with his subject in a number of concise chapters which clearly explain the particular point under study—although the chapter on the Patent Appeal Tribunal was

obviously written before the implications of the Courts Act 1971 were considered. Order 95 of the Rules of the Supreme Court is concerned with the Bills of Sale Acts 1878 & 1882, that relating to patents is Order 103. These minor points should be corrected in future editions.

The chapters on trade marks deal with the procedure followed in obtaining a trade mark and deal with the problems of infringement and form an extremely useful guide to this subject.

The information contained in the parts dealing with patents and trade marks could be obtained from other sources, but the important contribution in this book lies in the chapters devoted to the in-company management of patents and trade marks. The function of trade mark and patent departments is discussed and an analysis is made of the salient points to be considered in formulating patent and trade mark policy in a company.

A lucid and interesting book which ought to find a place in the library of those pharmacists whose work brings them even occasionally into this specialised field.

Publications received

Problems in Advanced Organic Chemistry. Jerry March. Marcel Dekker Inc, 95 Madison Avenue, New York 10016. 10 x 7 in. Pp 421. \$9.75.

LETTERS

Glaxo, Vestric and independents

Mr Northwood may be interested to know the possible future for the independent wholesaler whom he very rightly proposes to support (*C&D*, January 29, p134). Some six months ago my company received identical letters from Glaxo Laboratories, Allen & Hanbury and BDH, all alleging that we were unable to cope with emergency situations—they proposed closing their respective accounts with us in respect of "ethicals", but they were graciously prepared to appoint us a Glaxo food wholesaler. When we proved that their allegations were completely untrue they changed their story to read "too many wholesalers in Northern Ireland".

Since we first commenced trading with some of these companies about 25 years ago, two Northern Ireland wholesalers closed down, and Vestric opened with stocks of Glaxo Group products. We have suggested that as Vestric's turnover is much less than ours it would be more logical to close their account, but Glaxo's reply has been that they will only re-open our account if their own commercial interests would thereby be served or that the well-being of the people of Ulster demands it.

It does not take much imagination to forecast the future. It is not inconceivable that if Glaxo's scheme for reducing wholesale competition in Northern Ireland is considered successful it will be extended so that only Vestric will handle Glaxo Group products. From there it is only a short step for Vestric to cease supplying certain retailers because their account is considered uneconomical.

Glaxo's cry of "monopoly" in view of a possible Beecham take-over takes on a hollow ring in view of their Ulster policy.

H. Mitchell
managing director
Harold Mitchell & Co Ltd
Belfast

Backing Boots

May I put my views on the still undecided B versus B heavyweight battle? Since starting as a pharmacist in 1948, the only criticism I have heard of Boots from fellow-pharmacists—despite their being the "big boys" of the retail world—is that too little emphasis is placed on the professional side in their premises, and too much, should one have recourse to telephone them, on Boots—*The Chemists*.

Nonetheless, I wish them well in their bid for Glaxo, and agree with Mr J. David Thomas (January 29).

What I have heard of the professional side of Boots is good—in their staff policies, the standard of quality, and in their (wee) dispensary.

On the other side, I should very much like to hear a super supermarket manager explain to his customers the advantages

of Complan. And having passed that hurdle to the satisfaction of the customer, to hear him going through the remainder of the retail Glaxo range.

The research side of Beecham's is very good, but outside this, they expect the pharmacist to establish lines which, once accepted by the public, are channelled into supermarkets at cut rates.

A. Gow
Fortrose

Ostermilk sales

Your correspondent J. David Thomas, in his reference to the Glaxo takeover (January 29, page 134) states that certain Glaxo products are restricted to sale in pharmacies. In the case of Ostermilk, this is certainly not true; the product is sold in our local supermarket, and at a cut price.

Monopolies of any kind are to be deplored, prices invariably rise, and services are curtailed. The advent of health centres is a case in point, the grouping together of doctors' practices creating a monopoly which could be to the disadvantage of the patients. It has certainly proved to be a disadvantage to the retail pharmacies situated away from those centres.

There would appear to be little advantage to the chemist for an amalgamation of either Beecham's or Boots with Glaxo. If this amalgamation is purely for the benefit of the shareholders of those companies, then the case should be put to the Monopolies Commission.

B. H. Shepherd
Pocklington, York

Ginger wine

In support of H. V. Roberts' letter on the production and sale of ginger concentrate, formerly known as ginger wine essence, our firm has made this preparation for more than a century and for the month of December 1971 made 15 gross, enough to make 1,100 gallons of cordial. Most of it was sold locally but there were orders from Bournemouth to Inverness and a few from across the Atlantic.

In these cases the request was invariably for ginger wine essence to make "the drink my mother, or grandmother, used to make".

G. Hall
J. & D. Hilston
Lanark

Definitions

I am interested in filling in my Census of Distribution form for 1971 sent recently, with statutory obligation to complete, by the Department of Trade and Industry.

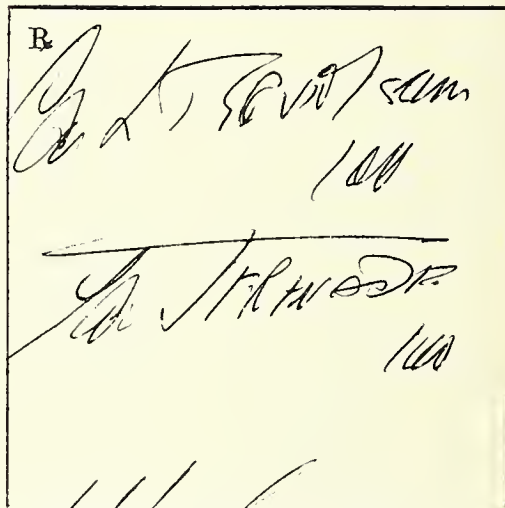
On page 6 (goods sold) is box 14, "Drugs, medicines and other pharmaceutical preparations". What constitutes the last named—for me in a pharmacy, or for other "traders"? This occurs again on page 10 for analysis of turnover.

Just what does the Department mean by "pharmaceutical"?

Questioner

Prescription poser

It took two hours and three 'phone calls to contact the North-of-England prescriber who issued this misleading "poser" reports the pharmacist who was called upon to dispense it.



Another 'NP' solution?

Following a subscriber's suggestion that the "NP" prescription without a product (January 15, p78) must be for Sustac, it has been pointed out that Nitrong tablets are also issued in a 2.6mg strength.

FILMS

The Fetus. Reckitt & Colman Products Ltd. Available to professional audiences on application to the Film Librarian, Reckitt & Colman, pharmaceutical division, Dansom Lane, Hull HU8 7DS. Colour. Sound. Running time 24 minutes.

As the problems associated with maternal mortality and morbidity are overcome, more attention is being paid to the hidden patient—the foetus. Recently new techniques have been devised which help the clinical monitoring of the unborn baby, giving a more accurate idea of foetal well-being and growth. This film deals with some of the more important of these warning systems.

High risk situation to the foetus, such as premature membrane rupture, hypertonic contractions and umbilical cord compression, are outlined. Also the merits of various methods of foetal investigation are discussed.

Oestrogen assays, amniotic fluid tests, foetal heart recording and blood sampling are all described, together with an ultrasound scan method which can determine the rate of growth of the foetus.

The film was made at King's College and Queen Charlotte's Hospitals, London, under the direction of Mr Geoffrey Chamberlain, consultant gynaecologist.

At a recent Press showing of the film, Mr Chamberlain stressed that he had used the older classical spelling of the word "fetus" for the film which he thought was now being re-accepted, in preference to "foetus".

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The Argyle Rubber Co. Ltd.,
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Glasgow, S.W.3.
Tel: Barrhead 2304

Ayrshire Pharmaceuticals Ltd.,
1 Townholm, Kilmarnock,
Ayrshire. Tel: 0563-22248/9

Ayrton Saunders & Co. Ltd.,
34 Hanover Street, Liverpool 1.
Tel: 051-709-8282

Philip Baines & Co. Ltd.,
Regent Parade, Harrogate.

Baines & Crompton Ltd.,
Ribble Bank Mills, Preston,
Lancs. Tel: Preston 54674

Barclay & Sons Ltd.,
37/39 Devonshire Place,
St. James Street, Brighton, Sussex.
Tel: Brighton 62251

Benwall Enterprises,
Wholesale Distributors,
Reeda House, Bernville Way,
Kenton, Middlesex.
Tel: 01-204-4198

Bleasdale,
23 Colliergate, York.
Tel: York 22196

Bradford Chemist Alliance Ltd.,
108 Thornton Road, Bradford 1,
Yorks. Tel: Bradford 20471

Branded Goods (S.O.T.) Ltd.,
Duke Street, Fenton,
Stoke-on-Trent, Staffs. ST 2HQ.
Tel: 0782 32196/7

Bremner White Ltd.,
Cails Yard, Haymarket,
Newcastle-on-Tyne 1.
Tel: ONE2-24036

E. H. Butler & Sons Ltd.,
Morris Road, Knighton Fields
Trading Estate, Leicester.
Tel: Leicester 25261

Rothersthorpe Avenue,
Northampton.
Tel: Northampton 62655

Chemist Sundries (Bamber
Bridge) Ltd.,
Chapel Lane, New Longton,
Nr. Preston, Lancs.
Tel: Preston 85403

Chemist Supply Company,
Boscombe Grove Road,
Bournemouth, Hants.
Tel: Bournemouth 33227

Clements (Chemist Sundries) Ltd.,
94 Oakenden Road, Essex Road,
London, N.1.
Tel: 01-226 5911

Ralph Cuthbert (Wholesale) Ltd.,
P.O. Box 20, Byram Arcade,
Westgate, Huddersfield, Yorks.
Tel: 0332-40671

R. Daniel & Son Ltd.,
Manufacturing Chemist,
Mansfield Road, Derby.
Tel: 0332-40671

A. J. Davis,
Wholesale Distributor,
59 High Street, Lydney, Glos.
Tel: Lydney 2853

W. M. Davie Ltd.,
56 Valley Road, Bramhall,
Cheshire. Tel: 061-439-2883

H. B. Dorling Ltd.,
Eldonwall Estate,
Whalebone Lane, Dagenham,
Essex. Tel: 01-592-6641

Dusarts, Chemist Sundries,
84 High Street, Lewes, Sussex.
Tel: Lewes 3156

Barry Elman (Wholesale) Ltd.,
20A Cedardale Road, Liverpool 9.
Tel: 051-525-7351

Eastern Wholesale Chemist Ltd.,
Hunts Lane, Stratford,
London, E.15. Tel: 01-555-0426

Evans Gadd Ltd.,
10 Smythen Street, Exeter, Devon.
Tel: Exeter 76311

5 Oak Lane, Fishponds,
Trading Estate, Bristol 5.
Tel: Bristol 659531

24 Stentaway Road, Plymstock,
Plymouth. Tel: Plymouth 42693
Fairbank Kirby Ltd.,
Ropery Street, Grimsby, Lincs.
Tel: Grimsby 58111

Herbert Fennymann Ltd.,
P.O. Box 14, Galen House,
Priory Road, Southampton,
Hants. Tel: 55641



From February 1st, the recommended retail price of a Wilkinson Sword 5-blade dispenser is 24p. But you will still be able to buy Pillarpacks at the old trade price from these listed Wholesalers during the whole of February — while stocks last. Get your order in and save!

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(Wholesalers) Ltd.,
Meadow Street, Off Gors Road,
Cwmbwrla, Swansea, Glam.
Tel: Swansea 33611

George Forster Ltd.,
Lower House Lane, Burnley.

D. W. Fussey,
24 & 24A Gurnell Street,
Scunthorpe, Lincs.
Tel: 0724-4199

Graylands & Co. Ltd.,
57 Eden Road, London, E.17.
Tel: 01-520-4277

Grimwade Ridley & Co.
(Ipswich) Ltd.,
Farthing Road, Sproughton,
Nr. Ipswich, Suffolk.
Tel: OIP3 42433

Hall Forces & Co. Ltd.,
Temple Street, Newcastle-on-Tyne
Tel: ONE2 20742

James Hardcastle & Co.,
430-434 Edgware Road,
London, W.2. Tel: 01-262 1693/7

Philip Harris Medical Ltd.,
Hazelwell Lane, Stirchley,
Birmingham, 30.
Tel: 021-458-2028

Havards,
70 High Street, Skegness, Lincs.
Tel: 0754-2884

J. H. Haywood Ltd.,
Abbeyfield Road,
Lenton Lane, Nottingham.
Tel: Nottingham 82581

J. H. Haywood Ltd.,
Perevil Road, Eckington,
Nr. Sheffield. Tel: 2175

Hills Pharmaceuticals Ltd.,
Every Street, Nelton.

Jaynox Ltd.,
Newstead Trading Estate,
Trentham, Stoke-on-Trent, Staffs.
Tel: 0782-59420

Jaynox Ltd.,
Imperial Buildings,
North Shore, Blackpool, Lancs.

Jaynox Ltd.,
Shanock Street, Wolverhampton,
Staffs. Tel: 0902-26415

Jaynox Ltd.,
Imperial Buildings, P.O. Box 11,
Albion Street, Swinton,
Manchester. Tel: 061-794-6121

Jones & King Ltd.,
55 Twyford Avenue, Portsmouth,
Hants. Tel: Portsmouth 62321

W. R. Lock & Sons Ltd.,
298-304 Charminster Road,
Bournemouth, Hants.
Tel: Bournemouth 516161

J. M. Loveridge Ltd.,
6, Millbrook Road, Southampton,
Hants. Tel: Southampton 28411

Macton,
Taffswell, Cardiff.
Tel: Taffswell 432

Martindale Samooore Ltd.,
54a High Street, Weedon,
Northants. Tel: Daventry 3230

Martindale Samooore
(Norwich) Ltd.,
(Smith & Sons (Norwich) Ltd.),
Mason Road, Off Mile Cross Lane,
Norwich, NOR 96N.
Tel: Norwich 49251

D. Mawdsley & Co. Ltd.,
64 Faulkner Street, Manchester 1.
Tel: 061-990 1236

May Roberts Ltd.,
George Place, Stonehouse,
Plymouth, Devon.
Tel: Plymouth 60356

A. J. McWaters & Co. Ltd.,
54 Hammond Street, Preston,
Lancs. Tel: Preston 56014

E. Mignano Ltd.,
2 Glunbury Street, London, N.1.
Tel: 01-739-7280

R. Millner & Co. Ltd.,
486 Stretford Road,
Manchester 16. Tel: 061-0588

George Mitchell Ltd.,
80 Elswick Road,
Newcastle-upon-Tyne, 4.

Newman & Poore,
276 Shirley Road, Southampton,
Hants. Tel: Southampton 71539

R. A. Norris & Co. Ltd.,
Bridgewater Close,
Off Alma Road, Reading, Berks.
Tel: Reading 56677

Northern Pharmaceuticals,
3 Vincent Street, Tunbridge Road,
Bradford 1.

Pharmaceutical Supplies Ltd.,
Templar Avenue, Coventry.
Tel: 461344

P. I. F. Ltd.,
Prospect Place, Lenton,
Nottingham. Tel: 44531

Pioneer Drug & Chemical
Co. Ltd.,
75 Duke Street, Liverpool 1.
Tel: 051-709-3104

Vernon Powell Ltd.,
54 Selsdon Road, Croydon,
Surrey. Tel: 01-681 6761/5

A. S. Price & Co.,
Park Street, Warley, Worcs.
Tel: 021-559-2251

I. & N. Rabin Ltd.,
189/190 Shoreditch High Street,
London, E.1. Tel: 01-739-3411

Raimes & Co. Ltd.,
Toft Green, York.
Tel: York 27451

Mr. D. E. Riches,
29-31 Malvern Road, Hornchurch,
Essex. Tel: Romford 44155

Roberts & Co. (Maidstone) Ltd.,
Parkwood, Sutton Road,
Maidstone, Kent.
Tel: Maidstone 55331

David Ross (Cosmetics) Ltd.,
New England House, Eder Place,
London Road, Brighton, Sussex.
Tel: 680657

L. Rowland & Co. Ltd.,
Dolydd Road, Wrexham,
Denbighshire.

Rudge Roberts Ltd.,
10 Longden Road, Shrewsbury.
Salop. Tel: Shrewsbury 51301

Salt & Short Ltd.,
Crown Salt Works,
Chatsworth Road, Chesterfield,
Derbyshire.
Tel: Chesterfield 2600

Scotus Wholesale Supplies,
10-12 Spring Valley Gardens,
Edinburgh 10. Tel: 031-447-4713/5

Smith & Hill (Chemists Ltd.),
Surrey Street, Derby.
Tel: 0332-40526

Smith & Hill (Chemists) Ltd.,
79a Urban Road, Hexthorpe,
Doncaster. Tel: 0302 65263

Smith & Hill Ltd.,
Cresswell Road, Darnhall,
Sheffield, 9. Tel: 0742 40321

A. V. Sorge & Co. Ltd.,
5a Gravelly Lane, Erdington,
Birmingham, 24. Tel: 373-4211/3

Graham Tatford & Co. Ltd.,
24A Park Road, Ryde, I-O-W.
Hants. Tel: Ryde 3345

James Taylor (Tringate) Ltd.,
South Elgin Street, Clydebank,
Dunbartonshire.
Tel: 041-952-2011

John Thompson Ltd.,
Central Place, Trinity Avenue,
Llandudno, Denbighshire.
Tel: Llandudno 77576

John Thompson Ltd.,
27-35 Duke Street, Liverpool 1.
Tel: 051-709-9331

United Chemist Association Ltd.,
Ucal Works, Cheltenham, Glos.
Tel: Cheltenham 25421

Waters (Wholesale) Chemist
Newton Lane, Darlington.
Tel: Darlington 66371

Wednesbury Wholesale Ltd.
Old Park Road, Wednesbury
Staffs. Tel: 021-556-4471

Robert Whitelaw Ltd.,
44 Great North Road,
Newcastle-on-Tyne 2.
Tel: Newcastle 22859

T. A. Ward,
39 King Street, Blackburn.

Wholesale Sundries (Chester) Ltd.,
Bumper Lane
Sealand Trading Estate, Chester,
Cheshire.

Wholesale Supplier Ltd.,
5 Quay Side, Norwich,
Norfolk, NOR 8QA.
Tel: Norwich 20576

F. Widocks & Co. Ltd.,
P.O. Box 135, 604 Mitcham Road,
Croydon, CR9 3AG.
Tel: 01-684-9411

Wyleys Ltd.,
Duggins Lane, Tile Hill,
Coventry. Tel: 465252

Wilkinson & Simpson Ltd.,
Low Fire Street,
Newcastle-upon-Tyne.

CHANNEL ISLANDS

Chandis & Co. Ltd.,
5 Great Union Road, St. Helier,
Jersey, C.I.
Tel: Jersey Central 30537

Huelin Growers Ltd.,
Five Oaks, St. Saviours, Jersey
Tel: Central 32281

Huelin Guernsey Ltd.,
P.O. Box 40, North Side, Vale
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CD5/2/72

Call for international standards in product registration

A request that criteria applied for the registration of pharmaceutical products should be agreed internationally and that the health authorities in any one territory should accept without question the work approved in the country of origin was made this week.

That was in order that patients should obtain products as economically as possible.

The appeal was made by Dr Gordon C. Hellyer, manager, new product liaison department, Beecham Research Laboratories, at an Office of Health Economics lecture.

Dr Hellyer referred to the situation in the UK and the work of the Committee on Safety of Medicines. It was never possible to completely separate safety and efficacy so that toxicological findings had always to be considered in relation to the intended use of the product. This illustrated the need for flexibility in any system of control, essential to harmonious relationships between government and industry.

In the United States the procedures developed were rigid and detailed and contrasted most markedly with the system in this country.

Recent official statements augured well for the pharmaceutical industry in the UK. There had, however, been less happy predictions made as a result of new regulations in other countries.

Unforeseen requirements

The work carried out by the new product development department of an international pharmaceutical company must be geared to marketing on a world-wide basis. In Beecham Research Laboratories they compared the regulations overseas with UK requirements, and the requirements of the Food and Drug Administration in the United States. Generally, if the requirements of those two authorities were met, they were then not unprepared for requirements elsewhere. Nevertheless, many nations were now in the process of setting up their own regulatory bodies, and there was always the danger that they might introduce unforeseen requirements. A close watch on drug legislation was essential.

Dr Hellyer said that control systems could be divided into three groups: new drug submissions; product registration and a visa system.

In France, listed experts were employed to carry out tests on all products which were submitted for a visa. It was the only country to have such a system. The extent of work checked by the expert was not defined and was usually determined in collaboration with the manufacturer who would have submitted all his information for the speciality. When all the information had been assembled by the manufacturer, including the results from the experts, it was set out in an approved form and submitted direct.

In all other countries the responsibility for the new medicine was with the manufacturer or, if more applicable, the importer or agent.

The basic principle of the product registration system was that a legal form containing information on the new product must be approved by the authorities before the product was sold. About 76 countries including Japan, Spain, Italy, Germany, Holland, Austria, Belgium, Greece, Scandinavia and Latin America, enforced product registration.

The requirements were variable, but could approach the FDA standards, particularly in the Scandinavian countries. In Sweden proof of both efficacy and safety of new drugs had been required since 1944.

Negotiation on price was required in Belgium and the price agreed would not be greater than the country of origin. A further requirement peculiar to the Belgian market was the need for all formulations to be at 100 per cent potency at the end of shelf-life.

Many countries, for instance, Germany, insisted on local clinical trials in addition to studies carried out in the country of origin. It was not unreasonable to ask for additional clinical work under local conditions, and companies would often require such studies for promotional purposes.

For many countries, Venezuela and other Latin American countries, a certificate of free-sale in the country of origin was required. Rigid adherence to that requirement was ridiculous in the case of drugs developed for one particular market, ie, antimalarial drugs.

"There are also other more subtle complications of marketing and licence that may limit the countries available for a new product".

Difficulties in Japan

In Japan, clinical trials could usually be started on the basis of studies carried out in the country of origin, but before marketing, it was necessary to carry out much of the work required for registration on Japanese soil. Toxicity studies, pharmacological work and teratogenicity studies had to be repeated. Similarly stability studies had to be repeated in Japan regardless of the fact that such time-consuming studies were fully documented in the country of origin. In Japan the price of new drugs was controlled and a new drug should have an advantage over an existing drug.

Dr Hellyer said repeat studies (about £75,000 per product) made registration of new products in Japan extremely costly.

New drug submissions required in the UK, the US, and such countries as Canada, Australia, India and Ireland, essentially relied on adequate documentation, and in many cases an inspection of the premises together with an expert assessment of the evidence, usually submitted at two stages in the development of a medicine, first to allow clinical trials and secondly to give approval for marketing.

Studies were also necessary on teratogenicity if the drug was to be given to women of child-bearing age and the submission would also contain a report on the pharmacological, metabolic, and biochemical studies. An outline was also required of the proposed clinical trials.

A further application prepared on completion of the clinical trials contained the results of the trials together with an up-dating of the information previously supplied.

The information required for the registration of veterinary products was now similar to new medicinal products, and Dr Hellyer suspected that many companies would look closely at the economics of developing new agricultural products.

Far-reaching FDA moves

Dealing with the American Food and Drug Administration system Dr Hellyer said that one example of the FDA's recent activity was the Drug Efficacy Review. In 1966 the Administration asked the National Academy of Sciences and the National Research Council to set up a panel to evaluate more than 3,000 marketed preparations approved by the FDA between 1938 and 1962. The FDA claim that these drugs were marketed on proof of safety only, and as a result of a report by the panel, manufacturers are asked in many cases to provide new evidence of efficacy as well.

Dr Hellyer continued: "At the FDLI's meeting recently, it was stated that 20,000-40,000 products could be affected. It is worthy of note that the actual number of products said to be totally ineffective was only 7 per cent. The most distressing aspect I believe, is that it was necessary for the list to be published at all. So much better for both sides concerned if there could have been collaboration outside the public arena."

Combination drugs accounted for about 50 per cent of the products involved in the NAS/NRC reviews. The reviews were particularly critical of fixed dose combination drugs and at one stage there was a danger that the FDA would remove from the market all but a handful of combination drugs. The FDA Commissioner had, however, recently stated that no massive recall was planned. "Nevertheless, the importance of the issue is evident when it is considered that 40 per cent of America's best selling drugs are fixed dose combinations."

The publication of these reviews had not surprisingly produced a strong protest from the pharmaceutical industry. The Pharmaceutical Manufacturers Association felt that the FDA apparently intended to go beyond the law's requirements that drugs be safe and effective to ensure that they can be used rationally.

The FDA have, however, recently stated that they are concerned with all phases of the drug business.

There was a need for harmonisation of the laws affecting registration in different countries. It was becoming increasingly time-consuming for the pharmaceutical manufacturer to provide the differing sets of data required by the various countries. For example, one would hope that all countries would accept the same species for teratogenic studies, would leave species selection to the pharmaceutical company.

The European Economic Community recognised the need for harmonisation, and looked forward to a final goal when there will be a free flow of pharmaceutical products without import and price restrictions. So far only one Directive of consequence to the pharmaceutical industry has been adopted. That Directive adopted in January 1965 related to national licencing systems and the marketing of pharmaceutical products for human use.

The progress towards harmonisation being made in Brussels would have important implications for the British pharmaceutical industry which should enter into these discussions as soon as possible.

In response to a question Dr Hellyer admitted that discussions to agree on standard practices could be protracted. The industry were aware of those tests that were necessary and it was a case where it had to step in. It should draw up a document on the subject jointly and submit it to Brussels.

It was also essential that emerging nations paid attention to existing procedures and received guidance on setting up their own legislation rather than creating their own organisations.

The ever increasing cost of development was undoubtedly one of the reasons for the reduction in the number of new products available, and in some fields, where the demands of the registration authorities were particularly onerous, might make a pharmaceutical company consider carefully whether it could afford the time and costs involved.

No company needed reminding that any increase in duration of drug development reduced the period of patent life that was available to recoup costs before the patent life expired. "This is a good case for extending the patent life of pharmaceutical products."

The rise in the number of duplicate drugs introduced in 1970, was partly due to cross licensing between manufacturers. That trend would probably continue as manufacturers tried to increase their returns on the higher development costs.

The reason for the fall in new products was undoubtedly the cost of compliance with registration requirements.

There were areas where registration could become a costly and time consuming exercise for the pharmaceutical company without any direct advantage to the patient who will eventually benefit from the medicine. He therefore asked that registration authorities applied "scientific judgement rather than rules, flexibility rather than bureaucracy."

Two names to be removed from Register

The Statutory Committee of the Pharmaceutical Society last week ordered that two names should be removed from the register of pharmaceutical chemists.

Mr Maurice Nyman, Greenford, was said to have been given an 18-month suspended prison sentence at North-east London Quarter Sessions on charges of theft and possession of drugs.

The Committee was told that deficiencies were found in the stock of Broadley Chemists Ltd, High Street, Hornchurch, where Mr Nyman was manager. Mr Nyman and his wife were charged with stealing or possessing Nembutal, Dexedrine, and amphetamine tablets.

Mr Nyman, who pleaded not guilty before the court, told the Committee that his wife stole the drugs. He and his wife had separated and were to divorce. He had been a retail pharmacist for 33 years and had an unblemished record. "The only thing I have been guilty of is lack of observation and stupidity."

The Committee also ordered the striking-off of the name of Mr Alexander Seath, Kcmpton, Bedfordshire. Mr Seath is serving a two-year prison sentence for stealing 84,621 Drinamyl tablets from John Kelsey (H.S.) Chemists Ltd. The sentence was imposed at Bedford Assizes, where Mr Seath was also convicted of being in unauthorised possession of the drugs.

The Committee was told that Mr Seath had been manager of the company's branch at George Street, Corby. Large quantities of Drinamyl were ordered by telephone from wholesalers, and delivered to the shop. On investigation, it was found that only about 3,000 of the 87,000-odd tablets ordered could be properly accounted for.

Mr Nyman and Mr Seath have three months to appeal against the orders.

A pharmacist who admitted making a mistake on each of three days he was temporarily in charge of a multiple chemist's branch pharmacy was acquitted of misconduct. The Committee was told that he had dispensed Digoxin tablets which were not on a prescription, dispensed 500 Amytal tablets instead of the prescribed 100 and dispensed Mixogen when the prescription was for Myolgin tablets. The pharmacist in evidence said he misread the word "dispense" as Digoxin on the first prescription, and that Myolgin was a new drug, whereas Mixogen was regularly dispensed.

Sir Gordon Willmer, chairman of the Committee, said that the doctor who made out the prescription for Myolgin had spelt it incorrectly, making it even easier to mistake the word; and the word "dispense" on one of the prescriptions "does look horribly like Digoxin."

The proprietor and manager of a pharmacy were formally admonished by

the Committee. The manager had dispensed 100 Drinamyl tablets against a forged prescription. The Committee was told that the prescription was written on notepaper with an amateurishly hand-printed letter-heading.

Also admonished was a pharmacist who had been fined £30 for failing to keep a register of Dangerous Drugs. It was said that during the dustmen's strike, he put the register down on one of the many empty boxes littering the shop, and it must have been taken away with the rest of the rubbish.

A director of a firm of chemists had his case adjourned for twelve months. The company had been fined £25 at a magistrates court for selling antibiotic eardrops without a prescription.

In two other cases, the committee decided to take no further action.

Guild to submit salaries claim

A new salaries claim is to be submitted by the Guild of Hospital Pharmacy this month, the Guild's Council were told at its meeting on January 28. It was also reported that the working party, set up to consider the position of the Guild under the Industrial Relations Act, hoped that a report would become available for the next Council meeting and that Guild policy could be decided then and subsequently placed before the annual general meeting for approval. The Evans Medal for 1971 was awarded to Mr J. W. B. Fish.

The branch delegates' meeting on January 29 agreed a motion requesting the Guild Council to consider entering into discussions with the Pharmaceutical Societies of Great Britain and Northern Ireland with a view to establishing a College of Hospital Pharmaceutical Practice. Several motions referred to the Noel Hall Report. It was agreed that the Noel Hall structure did not provide adequate career prospects for those who wished to specialise in pharmaceutical work other than administration.

On salaries and conditions of service, motions were carried asking for financial compensation for loss of leisure time for those pharmacists who provided on-call services, for pharmacists to have the option of either payment or time off in lieu for hours worked in excess of 39 per week, for co-operation with other bodies in seeking reform of negotiating machinery, for removal expenses to be available to all grades of hospital pharmacists and for sessional rates to be paid to part-time staff required to work in an emergency more than six sessions per week.

A resolution, put forward by the Bristol Branch amended by the East Midlands Branch, recommended affiliation with the Association of Scientific, Technical and Managerial Staffs and was referred to Council. A motion by the London Branch seeking investigation of the possibility of creating a professional organisation which would be representative of all professional people involved in the hospital pharmaceutical service was carried.

Providing for your retirement

by Peter Miller

There has been much discussion about pensions, following publication of the Government's White Paper, "Strategy for Pensions". The Government's intention is to make sure that adequate provision for pensions will be made for people during their working life. But the White Paper makes it quite clear that anyone who is self-employed will not be included in the new Reserve Scheme. One of the reasons for this is because of the difficulty of collecting earnings related contributions to such a pension scheme.

Nevertheless, there are very worthwhile ways in which anyone who is a principal, partner or controlling director, or who is self-employed, can make pension provision for the future. It is possible to make annual contributions, free from all tax, towards an approved scheme run by a friendly society or insurance company.

In the past, the limits on the amount which could be put aside each year, free of tax, in this way were comparatively low. Apart from those born in 1915 or earlier, it was possible to obtain relief of income tax (and surtax where applicable) on no more than 10 per cent of net relevant earnings in a tax year. Also, there was an overall maximum of £750 for this relief, even though the net relevant earnings of anyone might be in excess of £7,500.

The contributions

Helpful though it has been in the past to put aside part of one's earnings on this basis, it has become quite clear that, to provide an adequate pension at retirement, a contribution of more than 10 per cent of net relevant earnings is needed. For instance, the total contributions for many occupational pension schemes are in excess of 15 per cent of the earnings of employees.

Now, a worthwhile change in the position has been made by the Government, with the effect that a great contribution to this type of arrangement can be made. Furthermore, many insurance companies and friendly societies have made the terms of these contracts more attractive.

Starting with the financial year 1971-1972, up to 15 per cent of net relevant earnings may be paid, free from all tax, subject to an overall maximum of £1,500. This means that anyone with earnings up to £10,000 per annum can put aside the full 15 per cent of earnings, free of tax, towards a pension in due course.

A further improvement which has been introduced is that, at retirement, one can exchange part of the pension for a tax

free cash sum. The actual amount which may be taken in cash, free from tax, at retirement is limited to three times the amount of the pension which is left after the cash has been withdrawn.

Clearly, a tax free cash sum at retirement can be useful. Nevertheless, even if the aim will be to have the highest possible income during retirement, probably it will pay to take the maximum amount of cash allowed at retirement. This can be used to purchase an immediate annuity from an insurance company, to provide an income for life.

Dependent on the current terms on offer, the gross return from the immediate annuity may be higher than if part of the pension had not been exchanged for cash. In any event, there is likely to be a significant tax advantage.

Although the contributions to such pension contracts are free from tax, when the benefits are paid they count, for tax purposes, as earned income. If, on the other hand, a cash sum is used to purchase an immediate annuity, only a proportion of the benefits paid under it will be subject to tax (as unearned income), with the remaining part of the benefits free from tax altogether.

Exactly how much will be free from tax will depend on one's age when the annuity is bought. This is because the tax free part of the annuity is looked upon as being repayment of capital, and depends on one's expectation of life at the time.

A further improvement is that anyone who is eligible for one of these pension contracts can allocate (out of his 15 per cent and £1,500 limit) up to 5 per cent of earnings towards an annuity for his wife after his death. The premium for this must not exceed £500 in any one tax year. An annuity of this kind for a widow will be subject to much the same tax provisions as the main pension.

Although quite a number of friendly societies and insurance companies transact this type of personal pension business, comparatively few have gone out of their way to point out the advantages. An exception is Time Assurance Society of Oldham. This friendly society specialises in these pension contracts.

There are a variety of different types of contract which can be taken. For instance, one can have what is known as a non-profit contract, in which case the pension which will be paid is guaranteed at the outset, and there will be no increase. On the other hand, generally, it is better to have a with-profit contract, since this will share in the profits made by the friendly society or insurance company.

These profits are distributed by means of bonuses, which increase the original guaranteed pension.

Unfortunately, in many cases, increases of pension are made only during the build-up period, before the pension starts to be paid. As a result, once the pension begins to be paid out to one, it remains at the same level for life. Clearly, in view of inflation, this means that the purchasing power of the pension is reduced progressively. Fortunately, Time Assurance is one office which continues to add bonuses after the pension has started to be paid. As a result, under its contracts, there is an automatic increase in pension each year, without further premium.

Apart from pensions which increase during retirement in that way, it is possible to have these contracts linked to the value of units in a unit trust or to a portfolio of Stock Exchange investments. With this arrangement, the amount of pension to be paid fluctuates according to the value of the securities held. While this is encouraging if prices on the Stock Exchange increase sharply, a depression can result in a significantly lower pension payment being received.

Fixed premiums

Usually, the best arrangements is to have a contract where a set premium has to be paid each year. Apart from this, it can be sensible to have a separate single premium contract each year to use up the remaining contribution which is allowed free of tax. In this way, one can make sure that the maximum overall premium is paid. There should be no difficulty over this, since a premium can be paid and rank for relief in a tax year up to six months after that year's earnings have been agreed with the Inspector of Taxes.

Obviously, when one of these contracts is arranged, you cannot be certain when you will retire. Fortunately, there is a high degree of flexibility. Normally, for convenience, you are asked to pick a date between your 60th and 70th birthdays for the pension to begin to be paid. If, however, nearer the time, you want the pension to start to be paid earlier, almost certainly this will be possible, and the insurance company will pay the same pension as if the revised date had been chosen in the first place. The only stipulation is that the pension must not start to be paid before the age of 60, unless it has been necessary to retire earlier than that due to ill-health.

Although you can choose for the pension to start to be paid at any time between your 60th and 70th birthdays, there is no need to stop working at that time. The pension can be paid to you without any penalty, even though you continue to work, whether full time, part time, or in a consultative capacity.

All in all, particularly in view of the tax advantages, this is a very worthwhile form of saving for the future. It is well worth while to take advantage of the increases in the contribution limits which have been made. The improvement regarding exchanging part of the pension for cash applies to all contracts, irrespective of when they were taken out.



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MARKET NEWS

Higher prices for opiates

London, February 2: A sharp increase in the prices of opiates, amounting to over 20 per cent, was the feature of the week in pharmaceutical chemicals. The higher rates were applied to codeine, ethylmorphine and morphine, but prices of diamorphine are as yet unchanged.

A few quotations were marked lower in crude drugs, including Canada balsam, dandelion root, lemon peel, Brazilian menthol and senega. Chinese and Russian liquorice roots were both advanced, however.

Among essential oils, Ceylon Citronella and Chinese spearmint were higher, lemon-grass a shade lower in price on the spot.

Pharmaceutical chemicals

Bismuth salts: £ per kg.

| | 12½-kg | 50-kg | 250-kg |
|------------|--------|-------|--------|
| carbonate | 4.68 | 4.50 | 4.45 |
| salicylate | 4.00 | 3.80 | — |
| subgallate | 4.30 | 4.10 | — |
| subnitrate | 4.25 | 4.05 | 4.00 |

Calcium carbonate: BP precipitated £49 per 10,000 kg.

Cantharadin: £75 per 100 g.

Calcium gluconate 250-kg lots £0.63 kg.

Calcium sodium lactate: metric ton. £709 for 50-kg lots.

Ether: Anaesthetic BP—2-litre bottles £0.87 each for under 350 litres; £0.81 for over 350 litres; 32-kg drums £0.41 kg for 500-kg lots. Solvent BP—per metric ton in drums from £294 for 500-kg lots in 16-kg drums down to £266 in 130-kg drums; 250-kg from £304 to £276.

Glucose: (Per metric ton in 10-ton lots), monohydrate powder £83.70; anhydrous £156; liquid 43° Baumé £69 (5-drum lots).

Magnesium carbonate: Heavy £192, light £175 per metric ton.

Magnesium hydroxide: £541.66½ metric ton.

Magnesium oxide: BP (per metric ton); light £541.66½; heavy £890.

Magnesium peroxide: (15 per cent) £21.93½ cwt.

Magnesium sulphate: BP from £42 metric ton exsiccated £75-£80 ton, ex works.

Magnesium trisilicate: £441 metric ton.

Methyl salicylate: Per metric ton in 5-ton lots £425; 1-ton £430, 500-kg £435.

Opiates: (per kg) subject to DDA Regulations.

| | 1 kg and over £ | Under 1 kg £ |
|----------------------|--------------------|-----------------|
| Codeine | | |
| alkaloid | 183.00 | 191.00 |
| hydrochloride | 156.00 | 164.00 |
| phosphate | 140.00 | 146.00 |
| sulphate | 156.00 | 164.00 |
| Diamorphine | | |
| alkaloid | 176.50 | 185.35 |
| hydrochloride | 161.00 | 169.05 |
| Ethylmorphine | | |
| hydrochloride | 179.00 | 186.00 |
| Morphine | | |
| acetate | 164.00 | 171.00 |
| alkaloid | 202.00 | 211.00 |
| hydrochloride | 165.00 | 172.00 |
| sulphate | 165.00 | 172.00 |

Paraffins: (minimum 1-ton lots) liquid-BP £0.552 gall; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477, Jelly-soft white BP £95 ton; yellow BP £85.

Quinidine: Alkaloid (5-kg lots) £42.90; sulphate (50-kg) £39.

Quinine: (Per kg in 85-kg lots) Alkaloid £25.89; bisulphate £19.85; dihydrochloride £25.38; hydrochloride £24.80; sulphate £21.34; hydrobromide (15-kg) £25.70.

Saccharin: BP Powder 1 lb and over £0.85; soluble £0.77½ lb.

Sodium benzoate: One-metric ton lots £28.33 kg. **Sodium bicarbonate:** BP £26.40 per long ton for 8-ton lots in 1-cwt bags delivered.

Sodium carbonate: 98-100% in 1-cwt bags from £23.47 long ton delivered in 8-ton lots.

Sodium chloride: Vacuum dried £8.15 per long ton in plastic sacks for 6-ton lots, ex works. **Sodium citrate:** £313 per metric ton.

Sodium perborate: (Per 1,000 kg) monohydrate £283.50—tetrahydrate £139.

Sodium percarbonate: (Per metric ton) £163.

Sodium potassium tartrate: £295 per metric ton.

Sodium salicylate: 1,000-kg lots £0.50 kg.

Sodium sulphate: BP from £35 to £40 per metric ton as to crystal, BP exsiccated £60 ton.

Sodium thiosulphate: £44 per metric ton.

Terpineol: 50-kg lots £0.49 kg.

Crude drugs

Balsams: (lb) **Canada:** £1.80 spot; shipment £1.75 cif. **Copaiba** BPC £0.50; Para £0.40. **Peru:** £1.25 £1.20, cif. **Tolu:** BP £0.70.

Dandelion: Root £460 metric ton spot; £435, cif.

Lemon peel: Spot £240 metric ton; £210, cif.

Liquorice root: (metric ton) Chinese £100. Russian £95. Spray-dried powder £396, delivered. Block juice £431.50.

Menthol: (kg) Chinese spot £6.10; shipment £6.05, cif. Brazilian spot £5.20; Jan-Feb £4.55, cif; new crop March-April £4.40.

Pepper: (ton) Sarawak black £345, cif; white £520 spot; £465, cif Jan-Feb.

Senega: Canadian £1.60 lb spot; £1.55, cif.

Essential oils

Citronella: Ceylon £0.95 kg spot; £0.85, cif; Chinese; £0.93, cif.

Clove: Madagascar leaf £1.12 kg; £1.09, cif. English distilled bud £17.60.

Lemongrass: £2.50 kg spot; £2.20, cif.

Peppermint: (Per kg) Arvensis Chinese £2.30 spot; £2.20, cif; Brazilian £2.10 spot; Feb-March £1.65, cif; April-May £1.60. American piperata from £3.85.

Spearmint: American £5 kg, cif; Chinese spot £3.45 kg; shipment £3.30 cif.

Sandalwood: Mysore spot £13.50. East Indian for shipment £13.40 kg, cif.

COMING EVENTS

Monday, February 7

Harrow Branch, Pharmaceutical Society, Clinical Research Centre, Northwick Park Hospital, at 8pm. Dr J. S. Garrow on "Treatment of obesity".

Nottingham Branch, Pharmaceutical Society, 64 St James's Street, Nottingham, at 8pm. "Of mice and men with microscopes" (Joint meeting with pharmacy students).

Stockport Branch, Pharmaceutical Society, Alma Lodge hotel, Stockport, at 8pm. Film evening.

Tuesday, February 8

Birmingham Branch, Pharmaceutical Society, University of Aston, Room 100, at 8pm. Mr J. G. Roberts on "First impressions of Council".

Isle of Thanet Branch, Pharmaceutical Society, Endcliffe hotel, Margate, at 7.45pm. Working dinner, guest speaker: Mr F. W. Adams.

King's Lynn Branch, Pharmaceutical Society, Duke's Head hotel, King's Lynn, at 8pm. "The unique combination"; evening sponsored by Allen & Hanbury.

Lanarkshire Branch, Pharmaceutical Society, Nurses Recreation Hall, Strathclyde Hospital, Motherwell at 7.30pm. Professor W. Anderson on "The contribution of pharmaceutical technology to pharmacy and medical science".

Sheffield Branch, Pharmaceutical Society, Royal Victoria hotel, Sheffield, at 8pm. Mr Norman J. Van Abbé on "Problems in cosmetic science".

West Kent Branch, Pharmaceutical Society,

Wellcome Research Laboratories, Langley Court, Beckenham, at 8pm. Dr Paul Turner on "Clinical pharmacology and general practice pharmacy".

West Metropolitan Branch, Pharmaceutical Society, Chelsea College (Room 18), Manresa Road, SW3, at 7.45pm. Mr J. W. Harrod on "Pharmacy modernisation and improvements".

Woking Branch, Pharmaceutical Society, Medical Centre, St Peter's Hospital, at 8pm. Mr C. W. T. Ridout on "Ethiopia".

Wednesday, February 9

Birkenhead Branch, Pharmaceutical Society, Kings Gap Court hotel, Hoylake, at 8pm. Annual dinner and dance.

Bournemouth Branch, Pharmaceutical Society, Postgraduate Medical Centre, Royal Victoria Hospital, Poole, at 12.30pm. Dr D. H. Dick on "The management of behaviour disturbances".

Bournemouth Branch, Pharmaceutical Society, Main committee room, New Hospital, at 12.45pm. Dr John Bamforth on "Diagnosis and treatment of colonic disease".

Bournemouth Branch, Pharmaceutical Society, The Palace Court hotel, at 7.30pm. Banquet and ball.

Colchester Branch, Pharmaceutical Society, Postgraduate Centre of Medical and Allied Sciences, Essex County Hospital, Colchester, at 8pm. Joint meeting with Romford and Southend branches. Speaker, Mrs E. M. Leigh.

Doncaster Branch, Pharmaceutical Society, Old Bells Inn, Campsall, at 8pm. Informal dinner.

Scottish Department, Pharmaceutical Society, 36 York Place, Edinburgh, at 7.45pm. Mr Ian Oswald on "Drugs slowly change the brain".

Worthing Branch, Pharmaceutical Society, The Cricketers hotel, Broadwater, Worthing, at 8pm. Film evening: "Colorama".

Thursday, February 10

Birmingham Branch, Pharmaceutical Society, University of Aston, at 8pm. Dr R. E. Neagle on "Drugs acting on the heart" (postgraduate refresher course).

Glasgow Branch, Pharmaceutical Society, McCance Building of the University of Strathclyde, Glasgow, at 7.45pm. The Todd Lecture, Dr David Jack on "Drug research today", followed by a report from Professor J. B. Stenlake.

Hastings Branch, Pharmaceutical Society, Hurchington Manor hotel, Bexhill, at 8pm. Dr M. Bott on "Psychiatric medicine today".

Leeds Branch, Pharmaceutical Society, Great Northern hotel, at 8pm. Mr J. E. Balmford on "On and off and on again".

Advance Information

Remcon '72. Seventh international health food exhibition, Royal Lancaster Hotel, London W2, March 2-7. Theme: "Nutrition in the environment". The Remcon lecture will be delivered by Lord Burntwood, chairman, National Association for Health. Details from: Peter Smith, Remcon '72, 12th floor, Bucklersbury House, Cannon Street, London EC4.

Courses and conferences

Preparations for the hair, course arranged by the Welsh School of Pharmacy, to be held March 26-30, at the University of Wales Institute of Science and Technology. Details from: Dr J. R. Furr, Welsh School of Pharmacy, UWIST, King Edward VII Avenue, Cardiff.

Powtech, International Powder Technology and Bulk Solids Exhibition and Conference, at the Exhibition Centre, Harrogate, March 27-29. Organisers, Specialist Exhibitions Ltd, Green Dragon House, 64 High Street, Croydon, Surrey.

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Sungold, Apricot, Rachel.

Recommended Retail Prices:

TUBES No 2 13p each (Trade 79p doz.)
TUBES No 3 22p each (Trade £1.30 doz.)
PLASTIC JARS 38p each (Trade £2.36 doz.)

The ALL-IN-ONE
Make up.

A complete
modern beauty
treatment.

FROM YOUR USUAL WHOLESALER
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Low in calories, high in protein, Heudebert's SLYMBRED is a pleasant alternative to fresh bread and crispbreads for all your many customers who are on calorie-controlled diets. With a name that's been respected for over 40 years, modern packs, attractive display material and of course a generous mark-up, your profits from Heudebert sales could be your biggest gain in the reducing-aids business.

Heudebert's SLYMBRED (brown) & Starch Reduced Slices (white)

18 slices per packet. 24 packets per outer.

Ideal as part of calorie-controlled diet and also recommended for persons suffering from diabetes.

Send now for full details to:

HEUDEBERT FOODS LTD

ASHTON ROAD OLDHAM LANCS Tel: 061-633 1181

MILES LABORATORIES LIMITED

wish to point out to wholesalers and retailers that their coupon offer respecting LAGUNA bath salts has lapsed.

Nevertheless, without obligation, claims will be considered provided they are received with supporting coupons at:

**The Miles Laboratories
Coupon Redemption Centre,
25 Cedars Road, Maidenhead,
Berks.**

by FEBRUARY 25th, 1972

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Take advantage of this marvellous offer by ordering now through your usual wholesaler or direct from Interfran Product Management Limited, Sunley House, Croydon, CR9 2DB. Tel: 01-686 7345.